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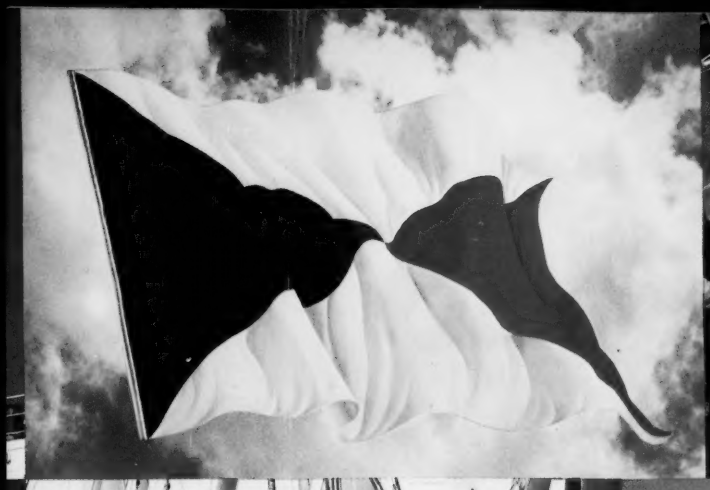

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Trade and Industry

24 February 1978

News from the Departments of Industry·Trade·Prices & Consumer Protection

The Scandinavian troll is a friendly, if mischievous, creature - and the Danish businessman is very friendly towards the British, say contributors to our special report (page 419). The drawing by Lawrence Littleton Evans is of a troll, not a businessman!

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HOME

Healey explains pay guidelines

There is no truth in the suggestion that tax certificates will be withdrawn from contractors in the construction industry because they do not observe the pay guidelines, said Denis Healey, Chancellor of the Exchequer, in a letter to Sir Geoffrey Howe on Monday.

Replying to two questions raised by Sir Geoffrey in the pay policy debate in the Commons on 13 February, Mr Healey explained in reference to the position of Holliday Hall and other members of the Electrical Contractors Association that the Attorney General's statement to the Court of Appeal made it clear that it was not the government's intention to apply pressure on employers to break contracts. That would be unlawful and would not achieve the government's objective, since legal action could be taken to require the honouring of the contract.

But, Mr Healey continued, the Attorney General also made it clear, and confirmed it in the debate, that there was a complete difference between threatening that which was unlawful and giving a warning that one would do something which was completely lawful. The latter was the case so far as members of the Electrical Contractors Association were concerned. Holliday Hall and other companies in a similar position were completely free to honour the contracts of employment they had with their workers.

Mr Healey went on to explain the factual situation. The settlement agreed between the two sides of the industry provided for increases in remuneration within the guidelines and also for self-financing productivity arrangements, which, if adopted by an employer, would provide additional remuneration for his employees; that additional remuneration would not count in estimating the total increases for guideline purposes. Since, however, some contractors in the industry would not be in a position to provide such arrangements, the settlement made provision also for 'lieu bonuses'; those lieu bonuses would count in estimating the total increases for guideline purposes.

The Chancellor said it followed that the question whether guidelines for the industry would or would not be adhered to, could not be determined until experience showed to what extent the self-financing productivity arrangements were implemented and to what extent lieu bonuses were paid.

The Department of Employment would keep the position under review and if it turned out that the industry was not keeping within the guidelines, it would be requested to renegotiate the settlement, in order to bring it within the guidelines.

'In this connection,' Mr Healey said, 'I should remind you that, as the Attorney General explained in the Court of Appeal, the department made no objection to the settlement on the specific assurance that it fell within the guidelines. I cannot, of course, anticipate what action the government might decide to take if renegotiation was requested but did not in the event take place.'

Support for pressure die-casting industry

On Wednesday this week the Department of Industry announced that its Engineering Materials Requirements Board is contributing £220,000 towards a project to develop technical expertise in the UK pressure die-casting industry.

The scheme will be carried out in co-operation with the Zinc Development Association and it affiliate, the Zinc Alloy Die Casters Association at the BNF Metals Technology Centre at Wantage, Oxfordshire. The programme of work is expected to take three years.

Varley seeks more collaboration with France

Industrial collaboration can increase the national wealth of Britain and France and strengthen the ties between the two countries said Eric Varley, Secretary of State for Industry, on Tuesday (21 February).

Speaking at a British Chamber of Commerce France dinner in Paris, Mr Varley said that industry knows that the scale of industrial activity grows greater every year. 'Products grow technically more complex. Investment becomes massively costly. A return on the investment can only be achieved by winning markets much wider than even the large European nation states,' he said.

Mr Varley put forward the proliferation of multinational companies and international collaboration as solutions to deal with the problems of finding the finance for investment, gaining technical know-how and winning the international market. He cited the French and British collaboration on Concorde as an example.

'There is a great deal of scope for profitable collaboration between us,' he continued. 'There are already many joint ventures in existence or planned. In chemicals for example, BP, ICI and Shell have joint ventures with French firms. In the field of electronics and computers, Plessey and Thomson are working together. In offshore oil supplies there are co-operation arrangements between French and British rig manufacturers in several major contracts.'

Mr Varley said he expected the industrial co-operation committee, which President Giscard and Mr Callaghan agreed to establish, to work to find other possibilities for collaboration. The committee's agenda at its first meeting on Monday (20 February), included machine tools, pulp and paper and offshore oil technology. 'In these and other areas,' he said, 'we think that there are real prospects for co-operation. But I want to emphasise again that the real work of establishing co-operation must be for individual firms and industries.'

Mr Varley suggested to Mr Monory, the French Minister of Industry, that the two countries should explore the idea of a Franco-British conference on industrial collaboration.

Mr Varley visited France from Monday to Wednesday (20 to 22 February) for talks with Mr Monory on industrial collaboration. He also met Mr Icart, Equipment Minister, and Mr Cavaille, Minister of Transport. His visit follows the meeting between the Prime Minister and President Giscard d'Estaing in December which agreed to establish a bilateral committee for industrial co-operation.

Night flying quotas announced

Details of the quota arrangements to be applied under the government's new strategy to reduce night disturbance from aircraft noise at Heathrow and Gatwick were announced on Tuesday.

In reply to a parliamentary question Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, said that although movements of the noisier aircraft – generally the first generation of subsonic jets – at Heathrow and Gatwick will be phased out over the next 10 years, there will be a progressive increase in the number of permitted movements of quieter aircraft over the next three years.

The position after 1981 will be considered when the results of research into the relationship between aircraft noise and sleep disturbance are available, he told the House.

There will be no transfer of night disturbance to either Stansted or Luton airports. Noisier aircraft movements at Stansted will also be phased out over the next 10 years.

Commission urges reduction in tea prices

Further reductions in blenders' tea prices should be made without delay, urges the Price Commission in its report, no. 32, on tea prices published on Monday (20 February) by HMSO. At the moment tea was costing the housewife around 27p a quarter on average for a medium priced packet of tea. She could be paying not more than 21p or 22p a quarter and even less in the bigger supermarkets, if the tea blenders had passed on to retailers the benefit of the reduction in world tea prices, said Charles Williams, chairman of the commission.

The commission was asked by the Secretary of State for Prices and Consumer Protection to examine prices, costs and margins in the tea trade. It concentrated on two questions. First, why, after years of relative stability, the London auction price of tea rose so sharply from an average 98p per kg in September 1976 to 270p per kg on 21 March 1977, and then fell to about 114p in December 1977. Second, how quickly and how fully the retail price of tea reflected these movements in the world price.

In the period between the submission of the report to the secretary of state and publication, average retail prices had not fallen significantly from the December level. Some medium priced teas were however currently on sale at prices around 22p and 23p a quarter in certain shops. Some of these prices might be promotional offers for a limited period, but the commission hopes that the lower prices would continue and be followed more generally.

Robert Maclennan, Parliamentary Under-Secretary of State for Prices and Consumer Protection, said in the Commons on Monday that talks had been started with blenders and retailers to discuss the rapid and substantial reductions in tea prices recommended in the Price Commission report. He was anxious that the report should be implemented urgently and without the need for him to take formal action.

Better image required for UK bacon

Danish bacon sets the price pattern for bacon in the UK and is capturing an increasing share of the market, says a Price Commission report published on Tuesday (21 February). In such circumstances it was felt that it would be inappropriate to recommend restriction of margins in bacon distribution.

The report finds that profits made in the distribution of bacon are not excessive. Apart from a small increase in the case of multiple retailers, percentage margins for each sector of the trade – agents, wholesalers and various types of retailer – have shown comparatively little movement between 1974 and mid-1977.

Supplies of Danish bacon to the UK have grown from an annual 60 000 tons in 1914 to 204 000 tons in 1976, or from a quarter of total British consumption to 42 per cent. On the price pattern, the report comments, 'the heart of the matter is the way in which Danish suppliers by their ability to offer a product that is widely regarded as superior, set the level of "first-hand" prices on the London Provision Exchange.'

The report points out that Danish producers and agents seek to maintain the reputation established with the UK retailer and consumer for quality and consistency by efficient advertising and promotion. But 'in contrast the British bacon industry is poorly organised and inefficient in its marketing. Competition between the two industries both in securing the loyalty of the shopper and in serving the retailer has moved in favour of the Danes over a long period.'

The report, 'Bacon: Prices, Costs and Margins' (HC229), is available from HMSO, price 70p.

New construction industry safety committee

Formation of an advisory committee for the construction industry was announced by the Health and Safety Commission on Tuesday (21 February). The committee is the fourth of a number of industry advisory committees being set up by the commission to encourage the participation of both sides of industry in the improvement of health and safety at work and to draw on all the expertise and advice that is available. Industry advisory committees for agriculture, ceramics and railways have already been set up. They will advise the commission on means of controlling hazards and improving health and safety performance in their particular industry.

Fishing vessel safety

Some fishing vessels are still overdue in being surveyed, the Fishing Industry Safety Group noted at its fourth meeting on Tuesday.

The group reviewed development since the beginning of December when the interim report was published with particular reference to the progress of the statutory survey programme.

It was decided on Tuesday that lists of such vessels would be produced and circulated to industry representatives to consider what further action should be taken to enforce the statutory rules.

The misuse of radio VHF channel 16 – disaster frequency – was recognised as a serious problem, particularly along the south coast. Possible solutions were examined which the Department of Trade has agreed to pursue with the Home Office.

OVERSEAS

British industry gains £11m from aid in January

British industry received about £11 million in January from orders following aid grants and loans to the developing countries made by the Ministry of Overseas Development and administered by the Crown Agents, it was announced on Monday (20 February).

Among the largest contracts accepted for financing in January, including earlier contracts now accepted for reimbursement from aid funds, were a glass furnace plant for Pakistan (£1,018,843) from Teisen Furnaces Ltd, Kings Norton, Birmingham; vacuum brake equipment and spares for Bangladesh (£327,275) from Gresham and Craven Ltd, Chippenham, Wilts; a monobox electric travelling crane for Malawi (£65,494) from J. H. Carruthers and Co Ltd, East Kilbride, Glasgow; railway steel tyres for Bangladesh (£297,600) from the British Steel Corporation, Rotherham; construction equipment for Kenya (£198,856) from Aveling Barford International, Grantham, Lincs; ring spinning frames for Bangladesh (£161,897) from Casablancas (M) Ltd, Salford; mobile cranes and spares for Burma (£95,929) from Coles Cranes Ltd, Harefield, Uxbridge, Middlesex; milling and boring machinery for India (£71,670) from British Machine Tools Ltd, London; and titanium dioxide for India (£27,915) from Laporte Industries Ltd, Luton, Beds.

Vickers wins £10m contract from Chinese

Vickers has won a £10 million contract to supply the People's Republic of China with aerospace test facilities, it was announced on Tuesday (21 February).

The facilities are to test components in the Rolls-Royce Spey engine being manufactured in China under the Spey engine licence contract concluded between China and Rolls-Royce. The contract includes a number of separate rigs, some simulating operational conditions.

It will also provide some work for British manufacturers of specialist drives, gearboxes, servo-hydraulic systems, instrumentation, and detailed components, many to aerospace standards.

Design and projects division, Vickers Engineering Group, completed the deal with the China National Technical Import Corporation after many months negotiations by Vickers, Rolls-Royce and the People's Republic of China, establishing specifications of facilities to be supplied.

Home news

Investment incentives a cornerstone of Industrial Strategy – Varley

One of the Department of Industry's biggest contributions to the nation's industrial priorities is in providing incentives for new investment in plant and machinery. And this, said Eric Varley, Secretary of State for Industry, was a cornerstone of the government's Industrial Strategy.

Speaking to Rotherham Junior Chamber of Commerce on 17 February, he explained that, first, through the highly successful accelerated projects scheme and currently through the selective investment scheme, the government had encouraged industry to bring forward investment projects. Under SIS, assistance of £24 million had already been approved for investment projects worth £240 million (see page 402).

The selective investment scheme was proving a big success, he said. Apart from applications already approved, a further 127 projects costing £1,300 million were under consideration. 'Applications are flowing into my department so fast that it appears likely that the £100 million we allocated to the scheme will not be sufficient. The government has decided, therefore, to provide a further allocation of £25 million to the scheme.'

Mr Varley explained that these projects for which the government was providing money not only safeguarded existing jobs and created new permanent jobs, they also provided extra work through orders for the construction and plant and equipment industries. 'In addition, they benefit the nation's balance of payments and further improve our trading performance by relieving potential bottlenecks in vital supplies to UK industry.'

Under the various schemes which the government was running to encourage modernisation and restructuring the key industries, he said that over 1200 offers had been made, involving project costs approaching £500 million – at a cost of less than £108 million of assistance. And although the clothing, machine tools, printing machinery, textile machinery and wool textile schemes closed at the end of 1977, there were numerous applications still being considered under these and other schemes.

He added that all these schemes were in addition to the many established schemes for aid to industry and since the government had taken office it was estimated that payments of about £1,188 million in grants and concessionary-rate loans had been made under the 1972 Industry Act to the private sector of industry, plus £557 million paid in the form of regional employment premium.

Inflation rate drops below 10 per cent

The fact that Britain's year-on-year inflation rate has fallen below 10 per cent for the first time since the oil crisis in October 1973 sets the seal on the transformation in Britain's financial situation over the last 12 months, said Chancellor of the Exchequer Denis Healey on 17 February.

Speaking at a conference of the Labour Economic Finance and Taxation Association in London, he explained that the government's main aim in 1978 was to build on its success in reducing inflation so as to increase output and get unemployment down while carrying the fight against inflation still further. Britain's inflation rate, he pointed out, was still higher than that of this country's main international competitors (see page 447).

Assistance interest rates increased

The maximum rate of interest relief grant and interest rates for loans under section 7 of the Industry Act 1972 have been increased with effect from 20 February.

The rate of interest relief grant available in those cases where it would be appropriate to allow the equivalent of an interest-free period on a Department of Industry loan, but where firms obtain their finance from other sources, has been increased from 10 per cent to 11 per cent for each interest-free year. The 'concessionary' rate of interest on loans for employment-creating projects (category A) has been increased from 7½ per cent to 8 per cent. The 'broadly commercial' rate of interest on loans for modernisation projects not providing additional employment (category B) has been increased from 10½ per cent to 11 per cent.

Government's closer understanding of industry problems – Barnett

Recalling Britain's poor industrial record over more than 100 years, Joel Barnett, Chief Secretary to the Treasury, said on 10 February that total government disengagement from industrial affairs was not a realistic nor sensible option.

Speaking to an audience at the Manchester Business School he added that any government which tried to follow this course would be abdicating its responsibilities on a massive scale.

If total disengagement could not be the answer, what should the government's industrial policy be? The answer, he said, was that there was no single simple cure for Britain's industrial problems, just as there was no single, simple cause. The government's approach was to be the undramatic one of working closely together with both sides of industry.

The government for its part had developed a closer understanding of industry's problems, Mr Barnett went on. It had taken very seriously the sector working parties' recommendations for government action. Over the past year there had been a number of new initiatives in response to them. For example, several of the tax measures in the last budget were a direct response to SWP recommendations. For the coming finance bill, he said he was now examining, and hoped it would be possible to introduce, further tax measures of particular help to small firms. There had also been funds made available for the special industry schemes for ferrous foun-

Clinton Davis at Stansted

Stanley Clinton Davis (left), Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, with Norman Payne, chairman of the British Airports Authority, at Stansted Airport, on 13 February. During his visit Mr Clinton Davis had discussions on the implications of the government's white paper on airport strategy which was published on 1 February.

dries, machine tools, and the clothing industry. A new scheme had been announced for assisting investment in the instrumentation and automation sector. Another new scheme had recently been announced to help firms finance the cost of developing new export markets. And to help deal with the problem of skill shortages still existing in some areas the government had just announced its support for a new programme of skill training.

One of the reasons for Britain's lagging industrial performance, said Mr Barnett, may have been the failure of public policy generally to take account of industry's needs. A wide-ranging survey of broad areas of policy which impinge on industrial performance had recently been completed in Whitehall. This survey identified a large number of areas where industrial considerations might need to be given greater weight in the formulation of policy. Examples were local authority housing and planning consents, public purchasing, and education policy.

Already some action had been taken to adjust policies – for example in education by way of special scholarships to attract students into engineering. Further action would follow. 'We now have an explicit commitment from the non-industrial departments of government to give higher priority than hitherto to industry; and throughout government there is a growing realisation that none of our other objectives will be achieved without the revival of industry'.

Small firms mean jobs – Lever

Eight conferences on Small Firms in Inner Cities, attended by over 1000 representatives of small firms and local authorities, had focussed attention on the role of the small firm in bringing jobs, services, life and activity to the inner city, said Harold Lever, Chancellor of the Duchy of Lancaster, in Manchester on 17 February. He said that central and local government must combine to support and encourage the small firms sector. They were a vital part of the national economy and they had a key role in the revival of our inner city areas.

Most of all, small firms meant jobs – a capacity to generate new work and to create new jobs. The latest Confederation of British Industry survey of industrial trends showed that among the biggest manufacturing industries only 7 per cent expected their workforce to increase this year whereas among the smaller companies of under 200 workers, 22 per cent expected their workforce to increase, and only 8 per cent expected it to decline. Small firms must be encouraged and not frustrated by the actions of government at both central and local level.

One of the main lessons for central government, Mr Lever commented, was to keep the needs of the small business in mind at all times. Features of the taxation, legislation and administrative systems that might be of little consequence to a big firm, or which at least they were equipped to handle and could take in their stride, could bear very heavily on the small firm, where some employers complained they had to spend too much of their time dealing with government-imposed tasks instead of getting on with their business.

'There may be some exaggerations in this but I do see that it is maddening for the small businessman to be diverted from his main concerns in this way. There is no question of reducing standards of health, safety and employee protection in the small firm: but in terms of tax, administration and local regulation, justifiable concessions and common sense flexibility in the use of controls can make all the difference between enabling the small firm to flourish and imposing on it unfair handicaps.'

Mr Lever said that the government had already introduced some measures on the right lines and there was more help to come.

Local authorities, however, had the advantage over central government in helping small firms, he claimed, because they were far closer to them: they had the local knowledge, they could be selective and they possessed many of the powers which, used with skill and imagination, could be of direct benefit to small firms and to the local economy.

BL Speke plant to close

British Leyland has announced that its no. 2 plant in Speke Hall Road, Liverpool, which assembles the Triumph TR7, is to close. In a statement on 15 February, the company said it had come, regrettably, to the conclusion that there was now no alternative to the closure proposal in the interests of the company as a whole. It was intended that TR7 assembly should be transferred to the Midlands and that the no. 1 plant would continue to produce body pressings for the TR7 and bodies for the Dolomite range of cars.

'The proposal is made,' said the statement, 'on the necessary commercial basis that BL Cars must become efficient and profitable if it is to survive. The NEB and the government have pledged their support to BL but to justify that support it is essential that the company improves its efficiency, reduces fixed costs and concentrates its cash resources on the vital areas of its business'.

Several major factors had contributed to the proposal, the statement went on. The emergence of excess assembly capacity plus the urgent need to reduce fixed costs, dictated that BL Cars concentrated its assembly facilities. Speke no. 2 plant was already under-utilised because a new sports car which was to be produced there had now been cancelled. Additionally, in the United States – the major market for sports cars – the substantial movement of the pound against the dollar had seriously affected profitability and the projected future demand for the vehicle.

If there was an orderly transfer of TR7 assembly to the Midlands the company said it would be able to negotiate substantial severence terms.

The statement pointed out that the dispute at Liverpool, on which the company had made a revised offer, was not the cause of the closure but it has resulted in the proposal being made sooner than otherwise might have been the case. A settlement now would not mean that the proposal would be withdrawn.

NEB comment

Commenting on the BL statement, the National Enterprise Board made it clear that the question of whether a plant should be closed was not a matter for NEB, but for BL management.

'The NEB has accepted the need for British Leyland to bring its capacity into line with market prospects and understands that British Leyland will carry out its procedural obligations to the full with the employees and their unions.'

Changes proposed on industrial buildings allowance rule

Chancellor of the Exchequer, Denis Healey, proposes to include a provision to modify the industrial buildings allowance rules in the

Small firms counselling service for Manchester

Parliamentary Under-Secretary of State for Industry Bob Cryer (second from left) with John Whitehouse (left), manager of Manchester Small Firms Centre, and counsellors of the small firms counselling service which was launched in Manchester on 15 February.

forthcoming Finance Bill, said Chief Secretary to the Treasury, Joel Barnett, on 14 February.

In reply to a parliamentary question, he explained that the change would enable an industrialist who paid a capital sum for the grant of a lease of more than 50 years of an industrial building to elect jointly with the holder of the relevant interests in the industrial building for the new leasehold interest to be regarded as the relevant interest from the date on which it took effect. Following such an election, the holder of the original relevant interest in the factory would be treated as though he had sold it for the capital sum paid on the granting of the new lease; and the industrialist holding the new lease would be entitled to industrial buildings allowances though the capital sum he had paid had been for the acquisition of the original relevant interest in the factory. In this way, an industrialist paying a premium for the long lease of an advanced factory would be enabled to claim industrial buildings allowance, said Mr Barnett.

Subject to certain safeguards against tax avoidance arrangements, Mr Barnett went on, the chancellor would propose that the right to make such an election should apply not only to advanced factories but whenever a lease of more than 50 years taking effect after 14 February was granted out of the relevant interest in an industrial building.

Membership of mortgage review panel announced

Membership of the mortgage review panel set up by the Building Societies' Association in connection with the support lending scheme for local authority nominees for mortgages was announced by Secretary of State for the Environment Peter Shore on 14 February.

In a written parliamentary reply he said that the chairman of the Building Societies' Association had informed him that Sam Musson, a former Chief Registrar of Friendly Societies, had agreed to be chairman. Other members would include members of parliament Arthur Blenkinsop, Paul Channon, William Clark and Robert Mellish, and the Baroness Sharp.

Further members might be added later. He pointed out that the board would be the second stage of a procedure for appeals against a refusal by a building society to grant an application for a mortgage under the support scheme. The first stage would be an appeal to a higher level within the society to which the application was first made.

Time limits for investment grant applications: new order

A new order specifying deadlines for applications for investment grant came into operation on 20 February. The Investment Grants Termination (no. 8) Order 1978 is made under the provisions of the Investment and Building Grants Act 1971 which also precludes the payment of investment grant in respect of any expenditure incurred on or after 27 October 1970 unless it consists of a sum or sums falling due under a contract made before that date.

The dates and periods specified in the order are as follows:

Expenditure incurred	Date before which application must be made
1 April – 30 September 1977	1 January 1979
1 October 1977 – 31 March 1978	1 April 1979
1 April – 30 September 1978	1 July 1979
1 October 1978 – 31 March 1979	1 October 1979
1 April 1979 – 31 March 1983	Before the last day of a six months' period beginning with the day on which the expenditure is incurred.

The interval between the period in which expenditure is incurred and the final date for making application will be progressively reduced from the present interval of 18 months to a maximum of six months. The final termination date specified in the order should be sufficiently far ahead to cover all outstanding expenditure but if it happens that expenditure is incurred after 31 March 1983 further orders will be made as necessary. A direction has also been made providing, as usual, that application must be made on the standard form relevant to the type of asset on which the expenditure was incurred and accompanied in each case by a report by an independent qualified accountant.

Copies of the Investment Grants Termination (no. 8) Order 1978 (SI no. 73) are available from HMSO price 10p.

Energy minister to address environment seminar

Some of the country's experts on the environment will be addressing a one-day seminar in London on 1 March. Dr J. Dickson Mabon, Minister of State for Energy, will be among the speakers at the event which will consider how to maintain a realistic and sensible balance between industrial development and environmental impact.

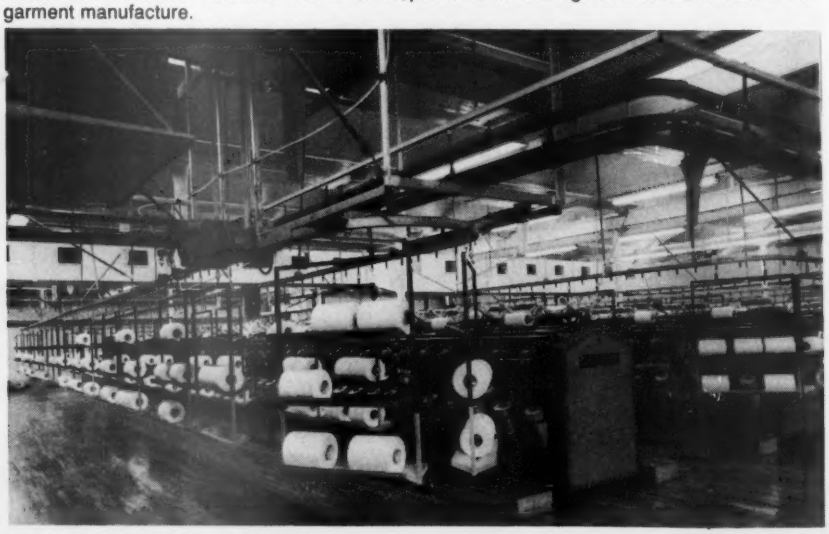
Topics to be covered will include the 'development of inshore oil fields', by Dr Arthur Hodkin, associate director of Inbucon/AIC Management Consultants and chairman of Sphere Environmental Consultants Ltd, which is presenting the seminar. 'oil spill risk', 'marine and coastal impacts', 'impact of a major industrial complex', and 'hazards of petrochemical plants' are among other subjects to be discussed.

Chairman of the seminar, to be held at the Inn on the Park hotel, will be Mr M. Ash, chairman of the executive of the Town and Country Planning Association.

Tickets (priced £60 each) are available from Miss Joan Wild, Sphere Environmental Consultants Ltd, Knightsbridge House, 197 Knightsbridge, London SW7, tel. 01-584 6171.

Polish interest in British overhead conveyors

A Hytrac '25K' overhead conveyor at the Darwen (Lancs) plant of Mossbridge Yarns Ltd, which has streamlined the handling spools of synthetic yarn for ultimate use in tufted carpets. Installations like this aroused tremendous interest when Hytrac's managing director, Eric Wright, recently lectured in Poland to an audience of technicians, planners and managers all involved in textile and garment manufacture.



Insulate to stop energy guzzling, says report

Insulation of buildings to the highest possible standards to ensure that they are not 'energy guzzlers' is seen as the top priority by the Advisory Council on Energy Conservation's (AEC) working group on buildings. Its report was published on 14 February.

Submitted to ACEC as a discussion document only, the report points out that the technology to insulate buildings and hot-water systems is widely available; the economics are favourable; and all that is required is the will to act – by individuals, property owners and by government. Government action is needed, it says, to persuade individuals and organisations to insulate buildings and recommends a scheme similar to the Clean Air Act, with financial and legislative options.

The report explains that for an expenditure of £1,855 million on insulating existing homes,

there could be fuel savings equivalent to about 15 per cent of current domestic energy consumption. Using a 10 per cent discount rate, these measures would produce cash savings of £2,700 million and, with a 7 per cent discount rate plus an assumed 3 per cent a year increase in fuel prices, savings would total £5,800 million.

Energy paper 25, Report of the Working Group on Buildings, session January to October 1977, is published by the Department of Energy, and available from HMSO, price £1.50

Energy industries to co-operate in advertising campaign

The publicly-owned coal, gas and electricity industries, together with the British National Oil Corporation, have agreed to join the Department of Energy in a national advertising campaign to promote energy conservation, said Dr John Cunningham, Parliamentary Under-Secretary of State for Energy, on 14 February. In answer to a parliamentary question, Dr Cunningham explained that the private oil companies had offered their 'wholehearted support' for the government's overall campaign and were assembling details of how they felt they could individually publicise the benefits of energy conservation, having decided not to take part in the advertising campaign.

British Rail fare increases to stand

British Rail's 14.5 per cent fare increases which came into effect last month are to stand. The report of the Price Commission investigation into the increases, published on 16 February, says it would not be appropriate to impose any restrictions, partly because British Rail would be entitled because of its heavy losses to invoke safeguard regulations to get the increases it wanted, and partly because of the financial constraints under which the board operates.

The commission says there is no doubt that rail travellers in London and the south-east have been discriminated against in recent years when fares have been catching up after being artificially held down despite rising costs in the early 1970s. The report points out that 90 per cent of earnings from the passenger business comes from two areas – the main-line Inter-City trains and from London and the south-east. Other sectors (including services to regional passenger transport executives) had not covered direct costs in recent years.

The report says that any further weighting of fare increases on to travellers in the south-east would be difficult to justify until there was a firm foundation on which to do so.

The report also says that it is clear from the wide-ranging studies made by both the board and outside bodies that there is no prospect that general reductions in fares as distinct from the board's practice of making selective reductions would increase revenue.

Because of the three months' time limit on its investigations the commission had concentrated on British Rail's accounting practice, commercial strategy and marketing. It did not look in detail at the railway's efforts to improve efficiency or reduce its total manning because these areas had recently been looked at by others, including the House of Commons select committee on nationalised industries. The report notes the board's recognition that much needs to be done to improve overall efficiency, and points out that staff expenses represent 60 per cent of the costs of the passenger business, and on their own exceed the board's income from fares. As a result, a 1 per cent reduction in staff expenses would have the same effect as a 1 per cent increase in net revenue from passenger fares.

British Rail are working on, but have not yet completed, the development of a system of cost analysis which would enable them to allocate the majority of costs to individual sectors in spite of the difficulties of allocating costs of central services such as track maintenance, signalling and administration.

The report, 'The Price Commission: British Railways Board – Increases in Passenger Fares' (HC225) is available from HMSO (price 85p).

Consent for newspaper merger

Scottish and Universal Newspapers Ltd, a subsidiary of Scottish and Universal Investments Ltd, is being allowed to take over the title and goodwill of the Blairgowrie Advertiser. Secretary of State for Prices and Consumer Protection Roy Hattersley has given his consent to the acquisition under section 58(4) of the Fair Trading Act 1973.

Under section 58(1) of the act transfer of the newspaper or of newspaper assets to a newspaper proprietor whose newspapers have an average circulation per day of publication amounting, together with that of the newspaper concerned in the transfer, to 500 000 or more copies shall be unlawful and void, unless the transfer is made with written consent given by the secretary of state. Scottish and Universal Newspapers Ltd is such a newspaper proprietor, and under section 57(2) of the act a transfer of goodwill or title is a transfer of newspaper assets.

Safety regulations proposed for children's cots

Safety Regulations are to be introduced for children's cots, said John Fraser, Minister of State for Prices and Consumer Protection, on 16 February. Replying today to a parliamentary question he said that draft regulations based on a revised British Safety Standard would shortly be circulated for comment.

The proposed regulations, which will be made under the Consumer Protection Act 1961, will prevent the sale of cots with any protrusions on which a child's clothing could become snagged or trapped – the cause of a number of deaths in recent years. They will deal with construction and design and will include provisions relating to drop-side mechanisms, spacing of bars and materials to be used and will also deal with the toxicity of paints, varnishes and coatings on cots.

Letters to the editor

Letters to the editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, LondonSW1H 0ET, and *not* to HMSO

Coal board prices to go up

Prices of industrial and carbonisation coals are to be increased by the National Coal Board on 1 March, one year after coal prices were last generally raised.

The average increase in the board's prices will be about 10 per cent but there will be small variations around this figure on individual coals.

To provide the customary incentive for summer stocking, the present general level of the board's prices for house coal and domestic smokeless fuels will be held until 1 November, when prices of all NCB domestic fuels charged to merchants will rise by about 10 per cent, again with minor variations according to quality. This means that house coal will be increased by about 15p a hundredweight and smokeless fuels by about 20p a hundredweight.

In addition to this increase in NCB prices to merchants on 1 November, there have been increases in transport and distributive costs which merchants may need to reflect in their retail prices in the intervening period. It appears unlikely at present, however, that retail prices will rise by more than 10 per cent on 1 November and the increase may well be less in some circumstances.

No restriction on Tate and Lyle prices recommended

Reporting on its investigation into increases in prices by Tate and Lyle Refineries of its range of sugar and syrup products on 16 February, the Price Commission concluded that the proposed weighted average price increase of 2.04 per cent was justified on the basis of movements in costs.

It noted that the rationalisation of the UK cane sugar industry as a result of joining the EEC had imposed a burden on the company which was reflected in its costs and profitability.

In view of these constraints and the fact that the price the company pays for raw cane sugar – 75 per cent of its total costs – is controlled by the EEC, the Price Commission recommended no restriction on the current price.

Secretary of State for Prices and Consumer Protection Roy Hattersley has concluded his consideration of the report.

The Price Commission Investigation Report: Tate and Lyle Refineries Ltd: Sugar and Syrup Products (HC224) is available from HMSO, price 50p.

Vehicle tax refund announced

Refunds of vehicle excise duty are to be made to people who have been misled by the overprinted note on the vehicle licence renewal application form issued before the budget last April, it was announced on 16 February. After studying the report of the parliamentary commissioner for administration, Secretary of State for Transport, William Rodgers, has decided that the right course would be to make payments not only to those on whose behalf an approach was made to the PCA, but to others who might have suffered in the same way.

Referring to the overprinted note on the application form, Mr Rodgers acknowledged that a mistake had been made. He stressed that, once administrative problems had been resolved, he would make a further announcement about how and when applications for refund should be made. He said that while he was anxious that repayments should be made as soon as possible he had to ensure that the necessary arrangements were made so that the applications could be efficiently dealt with.

New member for motorway service areas committee

An additional member has been appointed to the committee of inquiry into motorway service areas by William Rodgers, Secretary of State for Transport, and Roy Hattersley, Secretary of State for Prices and Consumer Protection. David Jeffries, director of marketing with the English Tourist Board, now brings the membership of the committee to nine.

Set up last November under the chairmanship of Peter Prior to look at all aspects of service area operations including planning and environmental considerations as well as catering facilities and services. The committee has been asked to report by the end of June and final evidence should be submitted by the end of March.

Patents endorsed 'licences of right'

Under section 35 of the Patents Act 1949 the following patents were endorsed 'licences of right' on the dates specified.

6 February 1978

1093625 Standard Telephones and Cables Ltd
Travelling wave tubes
1349975 Standard Telephones and Cables Ltd
Improvements in or relating to telecommunication systems
1384452 Standard Telephones and Cables Limited
Magnetically focused grid-controlled valves
1431243 Standard Telephones and Cables Ltd
Radiating cable arrangement
1031329 Ford Motor Co Ltd
Exhaust-brake system
1240155 Kyushu Refractory Co Ltd
Process for manufacturing non-calcined and calcined basic ladle bricks
1252417 EMI Ltd
Improvements relating to control apparatus for automatic machines
1433481 The British United Shoe Machinery Co Ltd
Improvements in or relating to materials for use in the manufacture of shoes
1459507 Chinoin Gyogyszer es Vegyeszeti Termekek Gyara RT
Resin adducts with biologically active substrates
1475802 Festo-Maschinenfabrik Gottlieb Stoll
Timing devices for pneumatic signals
1479717 Patelhold Patentverwertungs and Elektro-Holding AG
Method and apparatus for the secret transmission of speech signals.

10 February 1978

992717 The Post Office
Improvements in or relating to drop-wire grips
1094021 The Post Office
Evacuation of liquid sumps
1171122 The Post Office
Improvements in or relating to tubes
1108183 The Post Office
Improvements in or relating to machines for injecting plastic material into a mould
1402319 The Post Office
Improvements in electrical connections
1418895 The Post Office
Improvements in or relating to coaxial cable joints and method of making same
1447980 The Post Office
Improvements in or relating to electro-magnetic waveguide
1467237 The Post Office
Asynchronous data transmission system
1480437 BBC Brown Boveri and Co Ltd
Adaptive current regulator
1481496 BBC Brown Boveri and Co Ltd
Switching arrangement for control of a relay
1481535 BBC Brown Boveri and Co Ltd
Improvements in and relating to current regulator
1461245 Hawker Siddeley Dynamics Ltd
Improvements in reliability of random access memory systems
1468342 Hawker Siddeley Dynamics Ltd
Improvements in adder or priority-determining circuits for computers
1344265 Albert Roland SA
Process for obtaining an anti-hypertensive principle from anacardium occidentale
1360183 Sanac Societa per Azioni Refrattari Argille and Caolini
Method for manufacturing refractory products
1360298 Pierre Ligouzat
Improvements in or relating to containers having devices for discharging fluid materials therefrom
1384903 Frederick Alfred Coulston-Iles and Andrew Mark Thomson
Improvements in or relating to power driven saws
1458612 Riviere-Casalis
Improvements in or relating to a harvesting device in particular for an ensilaging machine

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on patents form no 45 within two months after the date of endorsement.

I. J. G. Davis, Comptroller

Cherished number plates – rules revised

Two changes to be made to the rules governing the transfer of vehicle registration numbers were announced by John Horam, Parliamentary Under-Secretary of State for Transport, on 14 February.

With effect from 1 March, the period for which the donor vehicle must be registered in the applicant's name under the mark to be transferred will be reduced from nine months to three. From the same date in addition to the present arrangements marks will be transferable from all vehicles (except those for which there is an HGV or PSV licence) to cars, though not vice versa.

Official appointments

Transport Users' Consultative Committee. Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Miss S. Barton and Mr R. A. Chenery as members of the Transport Users' Consultative Committee for London until 31 October 1980.

Government sales

7 and 8 March 1978 – Miscellaneous

Location
Ordnance Storage and Disposal Depot, Ruddington, Notts

Auctioneers
Arnold and Son (Dept L), 13 Market Place, Burton-on-Trent, Staffs (0283 64657)

Items lying at depots in the Midlands comprising aircraft and helicopter spares, furniture, MT spares, tyres, binoculars, textiles, diesel generators, electrical equipment and a few vehicles.

11 March 1978 – Furniture

Location
Roman Way Camp, Berechurch Road, Colchester, Essex

Auctioneers
Fenn, Wright, Garrod, Turner (Dept L), 146 High Street, Colchester (0206 46161)

This sale consists of mainly small or single item lots of furniture. Catalogue price 20p, postage 10p.

15 March 1978 – Miscellaneous

Location
Bristol Euro Crest Hotel, Filton Road, Hambrook, Bristol

Auctioneers
Russell, Baldwin and Bright (Dept L), 19-21 King Street, Hereford (0432 55441)

Stores lying at Regional Depot Hereford and other places, comprising furniture, aircraft spares, clothing and textiles, 17 000 blankets, tyres, a few vehicles and other items.

Catalogues which give details of the lots, conditions of sale, viewing times, etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 40p, postage 15p (postal orders only).

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5879.

Interim price increases for Southalls

Under powers provided by the Price Commission Act 1977, the Price Commission has allowed an overall average weighted increase of 1.03 per cent over a range of products by Southalls (Birmingham) Ltd. Some items within the range, including Dr Whites sanitary towels and Lillets tampons, will not be increased.

The Price Commission announced on 20 January that price increases proposed by Southalls (Birmingham) Ltd for sanitary protection and other hygiene products would be subject to investigation.

An effect of the commission's decision to investigate is that the price increases proposed may not be implemented during the period of the investigation which must be completed within three months. However, the commission may allow interim increases and are obliged to do so to the extent to which the safeguard regulations operate. The increases now allowed follow representations by Southalls on the basis of the safeguard regulations.

Retailers' responsibilities

A revised version of the leaflet *A Retailers' Guide: Changes in the law relating to the sale of goods* is now available from the Department of Prices and Consumer Protection.

The leaflet has been updated to include the provisions of the Unfair Contract Terms Act 1977, effective from 1 February 1978, as well as the Supply of Goods (Implied Terms) Act 1973. In addition to describing the buyer's rights, what a retailer should do when a customer claims goods are defective, and whether he can pass on responsibility for defective goods, the leaflet explains that under the new legislation the rules for goods which are hired, exchanged or supplied under a contract for work and materials are brought closely into line with those for goods which are sold or hire-purchased, and emphasises the retailer's new responsibilities under the act.

Bulk supplies of the leaflet are available free from Information Division, Room 302, Gaywood House, 29 Great Peter Street, London SW1P 3LW. A Scottish edition of the leaflet is available from the above address.

Merger proposals cleared

Secretary of State for Prices and Consumer Protection Roy Hattersley has decided, on the information at present before him, not to refer the following mergers to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:

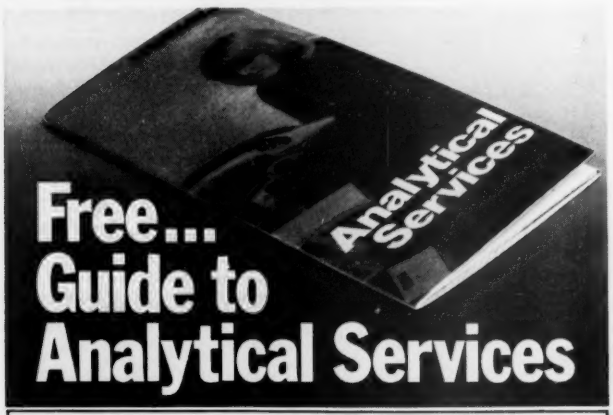
Coral Leisure Group Ltd and Pontins Ltd
Initial Services Ltd and Kex Industrial Services Ltd
Allegheny Ludlum Industries Inc. and a large minority interest in Wilkinson Match Ltd
Rooibosch Holdings BV and Alltransport International Group Ltd.
Initial Services Ltd and Kex Industrial Services Ltd.
Allegheny Ludlum Industries Inc, and a large minority interest in Wilkinson Match Ltd.
Rooibosch Holdings BV and Alltransport International Group Ltd.

Consultations on Leicester by-pass

Experimental discussions are to be held by the Department of Transport at the preliminary stage of its investigation into a possible by-pass for Leicester.

As a supplement to the standard public consultation arrangement, the department is issuing an open invitation to the people of Leicester and their representative bodies to discuss their views about the proposed scheme before any alternative routes have been identified. The London engineering consultants, R. Travers Morgan and Partners, who are carrying out the preliminary investigations into the by-pass proposal for the department, are to collect local views and ideas about the scheme from local councils, environmental and amenity groups, residents associations and local people. For the period of the survey, which will be completed by the end of March, the department's consultants have opened a bureau in a temporary office at 88 High Street, Leicester.

The proposed by-pass would provide a link between the M69 at its junction with the M1 and the A46 north east of Leicester, bridging an existing gap of approximately nine miles (15 km) which is adding to the traffic congestion in the city centre and on the inner ring road.



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WEMBLEY AUCTION SALES 1978

7 March 1978

View Days:	Day preceding and morning of sale
Location:	Department of the Environment Property Service Agency Supplies Stores India Pavilion Exhibition Grounds Wembley, Middx. Tel. 01-903 2508
Description of Goods:	Office and Miscellaneous furniture etc.
Auctioneers:	Messrs. Hollingsworths Westcombe House 56/58 Whitcomb Street Leicester Square London WC2H 7DR Tel. 01-839 1875

Potential buyers are advised to refer to the official catalogue available direct from the auctioneers price 10p

Select your project

Progress with the selective investment scheme

Three weeks ago, Secretary of State for Industry Eric Varley announced the allocation of a further £25 million for the nationwide selective investment scheme, bringing the total allocation to £125 million. John Chapman of the Department of Industry's Industrial Development Unit describes the scope and benefits of the scheme, analyses the results to date, and examines some of the projects.

So far £24 million of selective investment scheme (SIS) assistance has been approved for 48 projects with significant benefits for the economy, and nearly three times as many projects are under consideration. Over a £100 million remains available for further qualifying projects provided application is made before the closing date of 30 June 1978.

SIS was introduced on 15 December 1976 to promote investment projects which would, through improved performance, yield significant benefit to the economy. Like the accelerated projects scheme, which ran from April 1975 to July 1976 (and was described in *Trade and Industry* on 21 January 1977), assistance may be provided under section 8 of the Industry Act 1972 for commercially viable projects normally costing at least £0.5 million (including working capital), that would not take place without government assistance.

But there are important differences: First, the scheme is not a specifically counter-cyclical measure, and there is no general starting date for projects; second, an improvement in performance leading to significant benefits to the economy, replaces the narrower condition of benefit to the balance of payments; and third, assistance may be provided not only for acceleration but also for differences in the scale or nature of the projects; the definition of eligible costs has been widened to include the costs of associated product development, licensing, training and build-up of marketing facilities; also desirable projects from non-manufacturing sectors are eligible for consideration.

The Industrial Strategy

All applications are examined in their industrial context, and against the aims of the government's Industrial Strategy.

The criteria provide flexibility to assist projects with a wide range of economic benefits, for example, productivity increases, rationalisation, more ambitious marketing, as well as permanent job creation and benefits to the balance of payments.

Industry has responded well, as shown by the flow of applications:

Selective investment scheme applications in 1977

Quarter	1	88
	2	55
	3	51
	4 plus Jan 1978	84
Total		278

Appraisals

Appraisals are carried out by staff of Department of Industry's industrial development unit, generally seconded from industry and the accountancy and banking professions, and appraisal reports are submitted to the Industrial Development Advisory Board, whose membership includes leading industrialists, bankers, trade unionists and accountants.

Of the 278 applications received by end January 1978, 48 have been approved, 127 are under consideration and the remainder rejected or withdrawn. The 48 approved projects, involving project costs totalling £236 million, have attracted assistance of nearly £24 million (see below).

The projects are spread over a wide range of industry. The scheme does, however, operate alongside the various sectoral industry schemes and assistance is generally not provided for projects that are eligible for assistance under sectoral schemes.

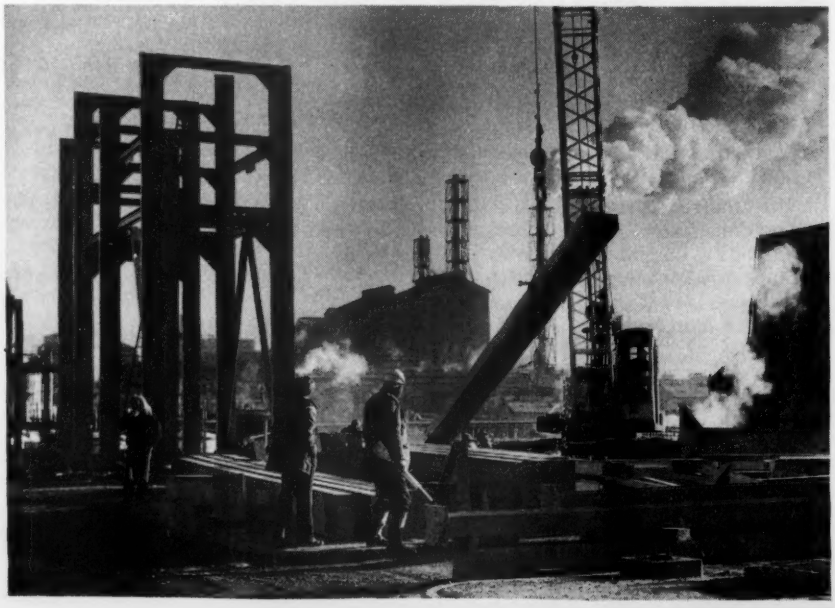
Although the non-assisted areas have the largest number of projects – with the west Midlands having twice as many projects as any other region – the scheme will have a major impact in attracting to the assisted areas those capital-intensive projects which could not have qualified for sufficient regional selective assistance under section 7 of the Industry Act 1972 to enable them to proceed. A further benefit is that publicity for SIS has attracted 14 further applications, with project outlays of £25 million, which have been found to be sufficiently labour-intensive to be considered for regional selective financial assistance.

Distribution of projects by sector . . .

	Approved			Under consideration	
Sector	Projects	Assistance (£ million)	Project costs (£ million)	Projects	Project costs (£ million)
Food, drink, etc.	4	0.93	8.8	7	13.1
Chemicals and allied	9	4.86	59.1	27	908.4
Metal manufacturers	2	0.12	2.0	15	52.6
Mechanical engineering	4	1.74	13.0	19	51.0
Electrical engineering	6	0.44	5.3	9	15.7
Vehicles	7	1.89	15.4	15	127.8
Metal goods	3	0.58	5.7	4	15.7
Textiles	2	0.15	2.4	4	4.3
Clothing and footwear	–	–	–	1	3.4
Bricks, pottery and glass	4	0.85	8.7	5	18.2
Timber	–	–	–	3	3.1
Paper, printing	1	10.50	99.3	7	49.2
Other	6	1.63	16.4	11	16.8
	48	23.69	236.1	127	1279.3
. . . and by type of area					
Special development areas	3	12.11	122.6	8	105.6
Development areas	6	3.54	37.5	13	594.3
Intermediate areas	4	0.34	4.1	20	156.1
Non-assisted	35	7.70	71.9	76	267.7
Other[1]	–	–	–	10	155.6
	48	23.69	236.1	127	1279.3

[1]Projects spread over more than one area.

Construction of the Albright and Wilson phosphoric acid plant at Whitehaven.



Benefits so far
The projects approved so far should lead to:

☐ Orders for construction and plant and equipment of some £185 million being placed with UK firms

☐ Some 2500 permanent jobs as the projects come on stream and some 20 000 man-years of work through the orders for construction and plant and machinery

☐ An annual primary benefit to the balance of payments of some £150 million a year from 1982

☐ Relief for supply bottlenecks, as about a quarter of the projects lie in product areas where actual or potential bottlenecks have been identified, eg electric motors and engine components

☐ Improvements in industrial efficiency, through higher productivity and technological developments.

Further allocation of funds
The success of SIS, both in terms of the response from industry and the benefits arising from the assisted projects, has led to the allocation of a further £25 million for the scheme. With a total allocation now of £125 million, and £24 million of assistance already approved, over a £100 million is available for further qualifying projects.

A total of 127 projects is currently under consideration and many more applications are expected before the closing date of 30 June this year.

Contact point
Further information is available from the Department of Industry's Industrial Development Unit at Millbank Tower, London, tel. 01-211 3539.

Five selected projects

Promoting counter-cyclical investment

The scheme has been effective in promoting counter-cyclical investment in the chemical industry. The £20.9 million Albright and Wilson project at Whitehaven in Cumbria will increase the company's capacity to produce phosphoric acid and derivatives by some 50 per cent by 1980. The company would then be well placed to meet a market upturn in the 1980s.

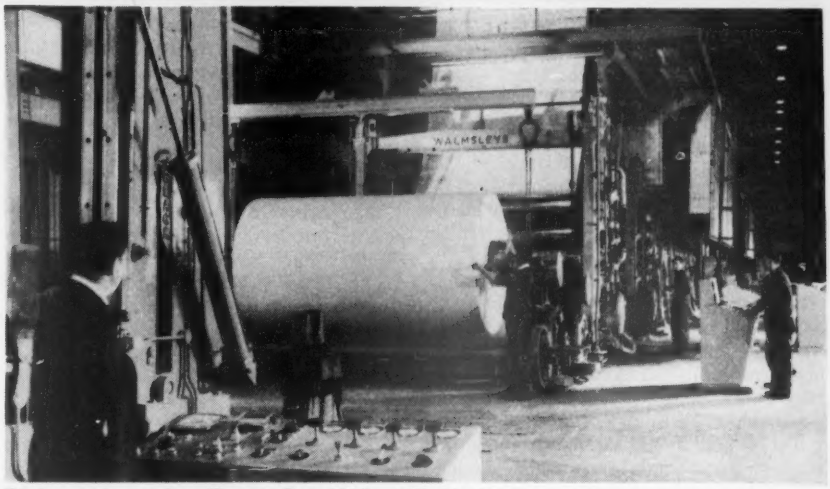
The 'wet' process for manufacturing phosphoric acid involves attacking phosphate rock with sulphuric acid. The resulting product is utilised by the fertiliser industry to produce the phosphate component in blended fertilisers, or, at Whitehaven, is purified for use in the production of sodium tripolyphosphate, an important ingredient of powder detergents. Purified still further, the acid can be used in the manufacture of a wide range of industrial phosphates.

Assistance of £1.375 million will help meet the cost of financing the replacement of an acid production plant with a larger and more efficient plant – with the opportunity to utilise different types of phosphate rock – and the installation of a new solvent extraction plant to produce a much higher proportion of phosphoric acid in the 'clean acid' form. This will provide greater flexibility in end-products, with the output either being sold as 'clean acid', or converted into industrial phosphates for a variety of 'surface-active' uses. The 'underflow' from the project will be sold for fertiliser production.

The project will enable Albright and Wilson to secure its position as a world leader in phosphoric acid production technology, to maintain its strong position in the UK market against import penetration, and to have the opportunity for increased exports to developing as well as industrial countries. The phosphoric acid plant is using Fisons' technology, whilst the clean acid technology is A&W's own.

Some £15 million of orders for plant and equipment have been placed with UK manufacturers and the major contractors are Lurgi (UK) and Stone and Webster Engineering. Plant and equipment suppliers include firms from many locations, such as Downham Market and Kelso, Rugby, Whitehaven, Bolton, Burton-on-Trent, Camberley, Bradford and Porthcawl.

There will be some 2500 man-months of constructional labour required and the number of contracting personnel on site will peak at 250 people. When the plants are commissioned there will be 75 permanent jobs in the special development area.



Duplex production from Thames Board Mills at Workington.

Production capacity to be trebled

Workington's £100 million integrated pulpmill and board-machine project will be the largest investment undertaken in the UK paper and board industry since the second world war.

Thames Board Mills, a subsidiary of Unilever, has been producing Duplex, the high-quality cartonboard since 1967, and the project will treble existing production capacity. The new board machine will be capable of producing 300 tonnes a day of Duplex which is used for packaging a wide range of consumer goods including food, toiletry and pharmaceutical products and cigarettes.

The extra production of Duplex should lead to a balance of payments benefit of some £30 million a year in the 1980s, mainly through the increase in Thames Board's share of the growing UK market, which would otherwise be taken by increased imports – and the development of new export opportunities.

The limitation of import penetration is a major objective of the Industrial Strategy paper working party. The eventual success of the project is, however, dependent on adequate growth in UK demand and the absence of movements in foreign exchange rates that would benefit overseas competitors. According to financial director Tony Hart, assistance under the scheme was instrumental in obtaining Unilever's approval for the largest Unilever investment in the UK.

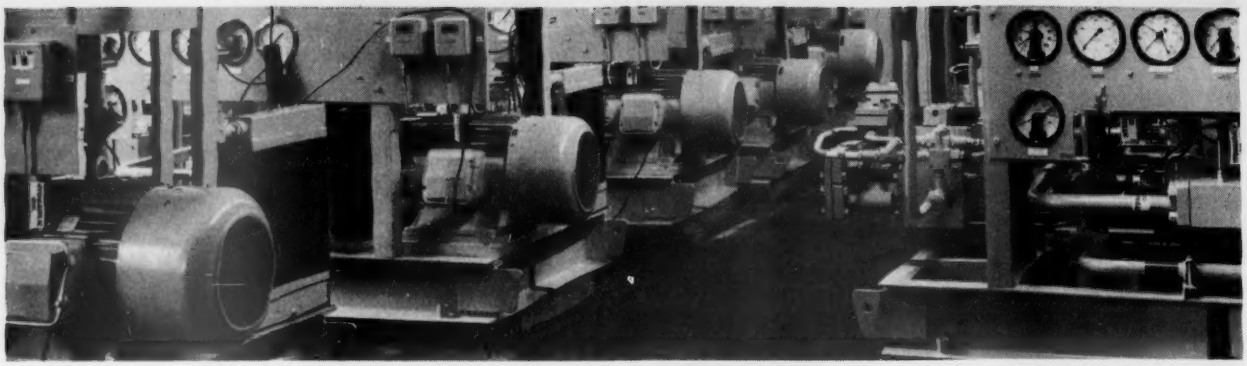
The project should lead to some 300 permanent jobs in the Cumbria special development area, and perhaps a further 300 jobs in the forestry and transport industries supplying the wood 'thinnings' and pulpwood – available from indigenous resources – for Duplex production.

The new buildings will account for a large percentage of the cost and should provide many local construction jobs, and substantial orders for plant and equipment will be placed with UK manufacturers.

Promoting engineering projects

The selective investment scheme is directed particularly at the engineering industry, which is suffering from long periods of underinvestment and also from increasing import penetration. A £1.1 million grant will facilitate a £7.8 million project for the reorganisation and expansion of Vickers Hydraulics Division at South Marston, near Swindon.

VHD currently produces a range of vane and axial piston pumps, and hydraulic power and control units both for a general market and to individual consumer demands – such as for the Thames barrier project. The product range needs extending to maintain and expand the division's position in highly competitive markets. The project involves the construction of a



Vickers Hydraulics equipment for the Thames barrier project.

125 000 sq ft building alongside the existing buildings where Spitfires were produced, an extensive refurbishment of the machine shop, the introduction of the Vickers-developed axial piston pump range – Dynapad – and the manufacture of a wider range of vane pumps and valves under licence from the United States.

The Dynapad – a high-pressure and high-speed pump – can use non-inflammable fluids and should be particularly successful in the steel and mining industries. It has already undergone promising tests in the coal industry. Hopes are high for substantial new exports in worldwide markets.

The project should safeguard the existing employment at South Marston and, although its success is dependent on significant increases in productivity, the project should lead to extra jobs. The investment will mean work for the construction industry and new orders for the depressed machine-tool industry – orders for £0.25 million of equipment have already been placed, including a numerically-controlled machining centre from Kearney and Trecker Marwin.

Mr Harper, the 33-year-old managing director of the division, considers that the selective investment scheme has a valuable role to play in promoting marginal projects. 'The speed and efficiency at which applications are processed is agreeably surprising'.

Increasing UK share of the tyre market

Pirelli Ltd has been at Burton on Trent since 1929 and is now the largest employer in a town more famous for beer than tyres. The Pirelli production of car tyres at Burton is currently geared towards textile-belted tyres, but the market trend is towards steel-belted radial tyres which give greater durability and safety.

Conversion of production lines, with substantial re-equipment, is a very costly operation, which might be postponed until current market uncertainties are removed. A grant of £0.25 million was negotiated with Pirelli as a sufficient inducement for the company to carry out an immediate conversion of 20 per cent of production capacity at a capital cost of £1.75 million. This will safeguard some 140 jobs. Orders for plant and equipment – tyre-building machines, centripetal curing mechanisms, moulds, a metallic bias cutter and a cushion calendering machine – have already been placed with manufacturers at Coventry, Middlesbrough, Preston and Exeter.

The output of steel-belted tyres will be phased with the output from Pirelli's plant at Carlisle, which has already been completely converted to steel-belted production with assistance under section 7 of the Industry Act 1972. Major customers include Ford and British Leyland and Volvo. More than one-third of production will be exported in 1979 mainly to Australia, the Far East, the United States and Scandinavia. The new equipment will also be suitable for producing 'squat' or 'ultra low profile' tyres (with greater width and lower section-height), which may dominate the next generation of radial tyres.

Mr Mould, managing director and a member of the Industrial Strategy rubber processing working party, considered that the project was fully consistent with the objective of increasing the UK share in the world tyre market and reducing import penetration in the home market.

Backing for aggressive expansion

Hamworthy Engineering, the rapidly expanding company at Poole, launched its transmissions division six years ago to produce gear-boxes and axles for 'heavy-duty' vehicles and equipment – such as earth-moving equipment, fork-lift trucks, buses and a variety of cranes. Despite the severe recession in the construction industry, the division has made sufficient progress to encourage the company to seek further expansion.

The Hamworthy project involves an outlay of £3 million, including working capital of £1.2 million, on the construction of a 40 000 sq ft extension to the existing factory and on the purchase of machine tools and associated equipment. But the rate of return forecast in the early years of the project was below the company's threshold for investment projects, and Hamworthy sought SIS assistance to bring the rate of return up to an acceptable level. Assistance of £0.4 million was negotiated for the project, which might otherwise have been delayed for two years.

The development will mean an 80 per cent increase in Hamworthy's potential output of gear-boxes and axles which will reduce import penetration and lead to further exports with a forecast benefit to the balance of payments of some £2 million a year in the early 1980s. Hamworthy has already penetrated the Scandinavian and north American markets, and many of the heavy vehicles and cranes fitted with Hamworthy equipment are exported to markets all over the world.

One of the objectives of the Industrial Strategy industrial trucks sector working party is to encourage suppliers of components to increase their capacity so that cyclical increases in demand may be met from domestic production. Hamworthy products are important for construction equipment and mobile cranes, priority sectors in the Industrial Strategy.

Hamworthy places great emphasis on using the best technical equipment available and the project will involve expenditure of £1.2 million on machine tools. It is expected that the bulk of the orders will be placed with UK manufacturers, which director of the division Rex Burke, considers are, for comparable purposes, 'generally as competitive and reliable as overseas producers'.

The proposed development, accompanied with increased utilisation of existing capacity, should lead to some 200 more jobs in the early 1980s.

Company managing director James Beveridge, said that the Hamworthy experience with the scheme shattered two myths. 'First, you do not have to be a lame duck to get assistance. Secondly, the talk of bureaucratic delays is nonsense. Our application was examined very thoroughly, but we asked straight away for a quick decision and we got one.'

James Beveridge, the managing director behind the expansion of Hamworthy Engineering.

New products

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Frequency counter for data logging system

Microdata Ltd has introduced a plug-in frequency-counter signal conditioning module for its M1600L portable data-logging system, enabling it to be used for a.c. signal frequency monitoring up to 500 kHz or to accept input signals directly from frequency-analogue transducers.

A self-contained multi-channel data-logger, the M1600L is capable of accepting input signals from virtually any type of transducer in common use. In its basic form it carries up to 20 plug-in signal conditioning modules, each handling a single channel, so that transducers of different types can be mixed without the need for external equipment. Its capacity can be expanded up to 100 channels by the use of add-on units. Captured data is recorded in standard ANSI/ECMA format on a computer-compatible magnetic tape cartridge.

Microdata offers the M1600L data-logging system in two standard forms – the portable field model in a sealed weatherproof case, and the laboratory model suitable for bench or rack mounting. Both are powered by internal rechargeable batteries with sufficient capacity for several months operation at low scan rates if required, and the laboratory model is also fitted with a built-in a.c. mains operated charger capable of bringing the batteries to the fully-charged condition while the equipment is running, thus effectively providing a.c. mains operation with battery stand-by.

Further information: circle 403

Batteries warning device for boat owners

An alarm that gives boat owners a visual and audible warning that batteries need to be recharged saves the trouble of regular checks yet spares the risk of finding the battery flat.

Unaffected by boat or engine vibrations, easily installed and fully waterproof, the alarm is offered by Lucas Marine Ltd in a general boating version, LM110, and in a version for engine-starting batteries, LM112. Both models are available for 12-V and 24-V batteries. Alarms are triggered as voltage drops to 10½ V in the 12-V general type and to 21 V in the 24-V general type; the starter-battery alarms are activated at 11.5 V and 23 V respectively.

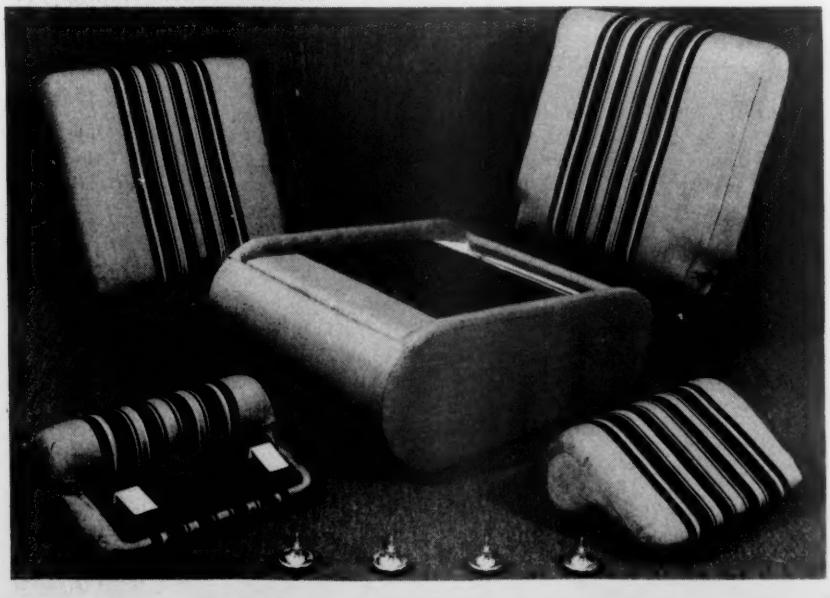
All types are based on solid-state electronics and equipped with a flashing warning light as standard; the audible alarm is an optional facility.

Further information: circle 404

Assemble on arrival

This upholstered easy chair, shown dismantled ready for packing and shipment, is from Frayling Furniture Ltd. The quickly 'knocked-down' furniture lowers freight charges and minimises risk of damage during transit. Cleaning and re-covering this furniture should also become a simple task.

Further information: circle 405



Auto paging system from multitone

An automatic call processor for radio paging that allows up to six paging calls to be entered simultaneously through a private automatic branch telephone exchange is offered by Multitone Electric Co Ltd. Callers communicate direct with a memory which stores the information and signals each pager in sequence.

Voice synthesis

An important feature of Access 100 is the introduction of electronic solid-state voice synthesis which verbalises numerical information dialled from the telephone extension saving some 30 per cent air-time compared to a message spoken by the caller, says the manufacturer.

Further information: circle 406

High-intensity xenon warning light for vehicles

A flashing warning light for police and public service vehicles that uses a high-intensity xenon strobe tube is claimed to have a much greater penetration in fog, rain, smoke or snow and be seen at greater distances than incandescent light sources.

Developed by Moflash Ltd, the Rotoflash X xenon tube gives 120 high-energy, high-intensity pulses per minute, said to be 11 times brighter than 48 W bulbs, and eliminates the need for the rotating mirror used in conventional flashing warning lights. The tube is energised and discharged by reliable solid-state circuitry. Operation can be from 12 V or 24 V batteries or from 230 V a.c. for industrial applications.

Further information: circle 407

Glasby markets hand cleanser

Glasby Pharmaceuticals Ltd has introduced a heavyweight hand cleanser which, the company says, contains no ingredients of any kind not already recognised as safe.

Full approval

Named Zygene Gold-E Handclean, it says the cleanser has already received full approval from the medical advisers to British Leyland at Longbridge under the name 'Zygene'.

Further information: circle 408

Aptel Marine's small-boat direction finder

Aptel Marine has developed a direction finder for small boats – the DDF300 – to lock on to the transmission frequency of a navigation beacon and give the mariner his exact bearing from it in only a few seconds.
The completely self-contained system is designed for world-wide use on the long waveband, 190-500 kHz. Fully weatherproofed, the system incorporates an automatically-tuned receiver, the accuracy and stability of which is locked to a single reference crystal. Hand-held it weighs 1.2 kg and is powered by standard torch batteries, the state of which is indicated on a meter.

Further information: circle 409

Concrete pump can be trailed – or truck or skid mounted

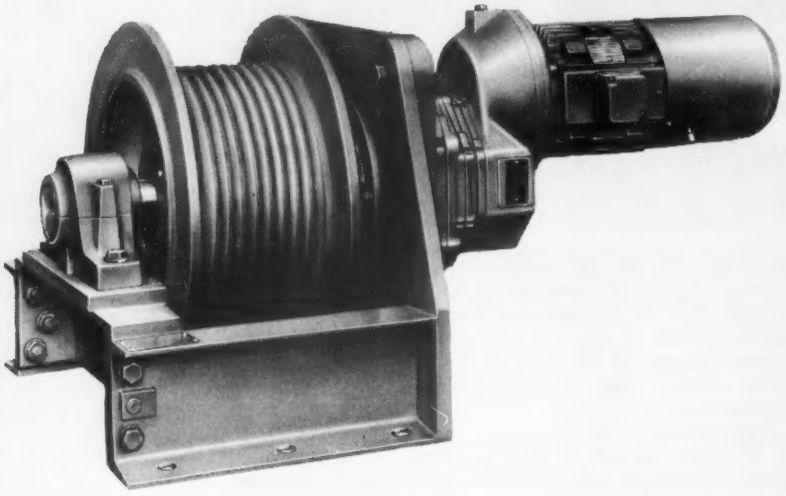
A concrete pump with a theoretical output of 25 m³/h is available from Ackerman Plant Ltd in trailer and truck mounted versions and in a low skid-mounted version for use in tunnels.

The P25 Varipower is claimed to offer reliable pumping at low cost and compact design and a low centre of gravity is achieved by incorporating a pair of hard chrome bore parallel pumping cylinders at chassis level and recessing the power unit between them.

The pumping cylinders operate in conjunction with a Y-type valve which, it is claimed, provides complete concrete agitation during pumping. The makers say that the absence of electrical and hydraulic servo-systems in the pump mechanism ensures high reliability and enables maintenance to be carried out with relatively few tools. Hydraulic power supply is provided by a pressure compensating axial piston pump driven by an air-cooled diesel engine on the trailer and truck mounted units or by a three-phase electric motor on the tunnelling version.

Further information: circle 410

David Brown introduces winches for loads up to 5000 kg



David Brown has introduced a range of standard Sadi winches to complement its range designed to suit individual customer's specific requirements in lifting and haulage applications.
Designated DBS winches, these units have a range of capacities from 250 to 5000 kg and are available in six nominal sizes. They are devised to meet the general purpose winch requirements with particular emphasis on the UK and north American markets.

Further information: circle 411

Wayne Kerr's component test station

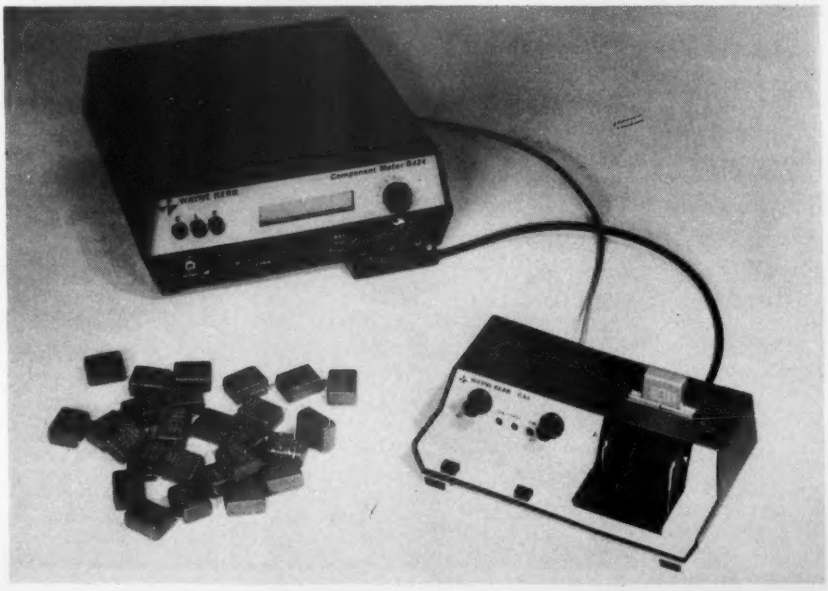
Wayne Kerr has introduced its CA 4 batch-testing jig to complement the company's B 424 digital component meter to make a complete component test station claimed to give high accuracy at low cost.

The B 424, says the manufacturers, is an automatic tester that reads out component values, with 0.25 per cent accuracy, on a liquid-crystal display: a 1999 readout with automatic decimal point, and the appropriate electrical units following on. No calibration or correction factors are required, thus eliminating most of the operator errors.

The CA 4 jig has presetting controls that require no external standards or other equipment. High, pass and low coloured lamps give the operator an indication for each component during batch testing. The jig is designed to accept axial, radial or preformed leads with a single-handed movement, with speedy and positive location. For larger components, such as electrolytic capacitors, crocodile-clip leads can be used.

Further information: circle 412

Wayne Kerr's component test station.



New publications

Down-to-earth advice on exports

Yet another guide to the dos and don'ts of exporting is now available. But there is something new about 'Exporting for small and medium sized firms'. Originally published in France and written by the export manager of one of France's largest companies, this revised and updated edition for the English market is aimed at those smaller concerns which in the past may have baulked at the problems which confront the would-be exporter.

Daniel Enet examines the advantages of exporting for the organisation of a firm, and the ways in which exporting methods can be most efficient. Included in the guide is practical advice on such topics as the selection of an appropriate foreign market; the organisation of the finances for the export drive; the setting up of a network of foreign agents and how to run the home market department. A particularly helpful addition to the English version is a section listing government and other official organisations.

Though welcome, such information must at times be viewed with care. For instance publication of *Trade and Industry* appears to be attributed to the British Overseas Trade Board! The 'list of useful addresses' which closes the book has its idiosyncrasies. While some are of obvious interest, it would be nice to know why others have been included.

Despite these minor shortcomings, those thinking about entering the world of export for the first time should find some down-to-earth advice in these pages.

Exporting For Small and Medium Sized Firms: a practical guide for new exporters, by Daniel Enet. Business Books. 1977, 151 pages. £6.95 (ISBN 0 220 66329 7).

Importance of the conference manager

The conference business is booming. Or should one say that business conferences are booming? Both are true, yet it is strange to realise that, according to *Marketing* magazine, the most important missing ingredient in the UK conference business is research-based information. *Marketing* has now issued a report commissioned by Marplan on research into meeting planning.

The report investigates the four usual kinds of business conference – management meetings, training, sales conferences and product launches – examining each in terms of six case histories. The objectives are both quantitative and qualitative, and the report may be considered required reading for conference managers in both hotels and conference centres.

One feature that does emerge from case study after case study, is the importance of the conference manager at the chosen venue. His personality and interest (or lack of it) may be vital to an organiser in deciding whether or not to patronise his organisation. One organiser, quoted on the importance of personal investigation of the facilities before making a booking, says, 'You can tell in the first few seconds' whether the manager or conference banqueting manager is going to be acceptable.

Also included in the study is a section of statistics derived from the survey which appears at the end of the text, together with the usual examples of the questionnaire used and explanation of the methodology.

Report on Research into Meeting Planning: prepared by Marplan Ltd. Available from Marketing, Editorial Department, Haymarket Publishing Ltd, Regent House, 54-62 Regent Street, London W1A 4YJ. 1977, 117 leaves (plus questionnaire); paperbound £25.00.

The importance of personal leadership

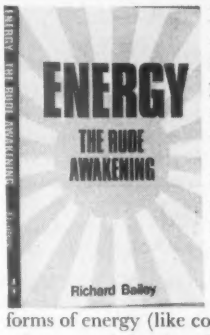
'People are not inherently resistant to change; in some areas they may resist, but in many others they will respond given the right leadership'. This is the management philosophy of Peter Prior, chairman of Bulmers, who outlines the methods which have been introduced successfully in his own company.

Many of the basic assumptions underlying the concept of scientific management are challenged, and an emphasis is placed by Mr Prior on the importance of personal leadership. It is his belief that workers who have become trapped in rigid and formalised systems would be helped by the simplification of these organisational structures.

In short, management's main objective must be 'to replace instinctive antagonism by tolerant understanding, to encourage appeals to the heart rather than to the head'. An interesting viewpoint, produced in a book which is well illustrated with many photographs and contemporary quotes.

Leadership is not Bowler Hat, by Peter J. Prior. David and Charles. 1977. (64 pages. £1.95. ISBN 0 7153 7487 7).

An energy awakening



Like other economists today, Richard Bailey is concerned about the potential depletion of the North Sea oil reserves. In his latest book, he maintains that, in preparation for the day when the reserves finally run out, the British economy should be restructured and other forms of energy (like coal, nuclear power and solar energy) developed more fully.

To support his argument, he describes the various policies which have been adopted towards Britain's energy problems in the past. His book also discusses how the world energy situation affects Britain and concludes with his predictions for the future. Two appendices are included, listing the member countries of the main international energy organisations and related bodies and giving references to the source material.

The book provides a very clear and sensible general survey which should appeal to anyone – layman and economist alike – who has not already considered Britain's energy problems in depth.

Energy: the rude awakening, by Richard Bailey. McGraw-Hill Book Co (UK) Ltd. 1977. 241 pages, £5.50.

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, ext. 368 or telex 886143).

Readers requiring copies of any of the publications mentioned on this page, should contact a bookseller or the publisher given at the end of each review. No requests for copies should be sent directly to *Trade and Industry*, unless otherwise stated.

Selection of publications for review on this page does not necessarily reflect the views of the government, nor do the opinions expressed. Inquiries about this page and submissions for review should be sent to *Trade and Industry*, New Publications Page, Room LG 17A, 1 Victoria Street, London SW1H 0ET, tel. 01-215 4136.

Technology news

Joint studies into converting coal into liquid fuels

British Petroleum and the National Coal Board are to collaborate in detailed studies into the possibilities of converting coal to liquid fuels by refinery hydrocracking techniques similar to those used by the oil industry.

The board's Coal Research Establishment has developed two processes for extracting solvents from coal. One involves dissolving coal in liquid solvents; the other is a novel method of extraction using supercritical gases under pressure. In both processes an extract is obtained which can be hydrocracked to yield hydrocarbons for use as chemical feedstocks and automotive fuels.

BP have already given help in the design and construction of a small-scale hydrocracking unit at the research establishment. Synthetic motor spirit produced by this plant was demonstrated during the mining festival in Blackpool last November. Once the joint studies have been completed, the aim will be to build a large-scale demonstration plant.

Welcoming the study, Alex Eadie, Parliamentary Under-Secretary of State for Energy, said 'This work is an important signpost for future energy supplies. It points the way to the possibilities of manufacturing petroleum from coal in commercial quantities before the turn of the century.'

Rolls-Royce industrial engines for N Sea fields

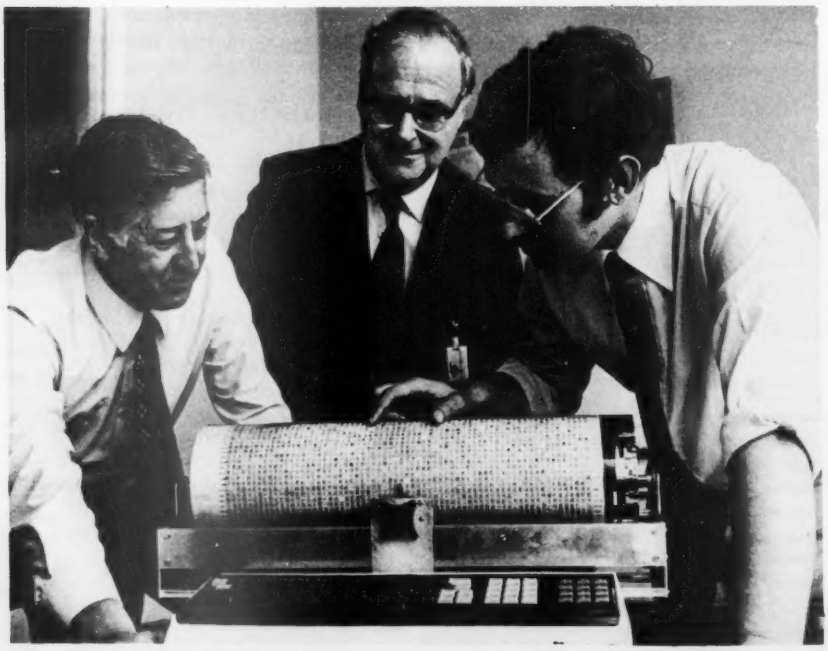
Rolls-Royce RB 211-24 engines are to power a series of eight gas turbine compressor packages ordered from Cooper-Bessemer for offshore operation.

The RB 211s will be used for natural gas compression duty in the North Sea Leman and Indefatigable fields, 50 miles off the English east coast. They will help maintain the flow of natural gas to the shore terminal at Bacton for onward distribution by the British Gas Corporation through their network.

The order is the first for the 30 000 horsepower version of the Industrial RB 211.

Chinese encoded

Dennis Brett (left) and Ted Jenkins (right), two Cable and Wireless engineers who have worked on the development of a practical, cost-effective system to enable swift input of the Chinese language for computer processing or transmitting. Until now it had been virtually impossible, inexpensively, to link the resources of modern technology with the Chinese language because of the difficulty of finding a practical solution to the classification problem. The system which codes, stores and decodes ideographs, consists of a grid of squares wrapped round a revolving drum and a horizontally movable cursor. Each square contains a character and the 66 by 66 grid format makes available a total of 4 356 characters for selection by the cursor. There is also a keyboard with additional, more rarely used characters which allows the total number of ideographs to be brought up to 20 000. A binary output with two 7-bit words identifies each location on the matrix. A prototype of the ideograph encoder was developed at Cambridge University as part of the Chinese Language Project, by Mr R. P. Sloss, and his colleagues. Cable and Wireless was then invited to undertake development of the engineering. The total system allows up to 5 000 character vectors to be stored on a single floppy disk but it is expected to expand capacity to 10 000 characters in the near future. In Cambridge, work on completing the new Chinese dictionary, with its three million characters, can now be handled in a couple of years instead of a couple of decades.



Nuclear waste disposed of as glass

Sir John Hill, chairman of the UK Atomic Energy Authority, in a lecture at the Institution of Electrical Engineers on 16 February on the role of nuclear power said that there could be no possible doubt that highly radioactive fission product waste resulting from the reprocessing of nuclear fuels could be converted into glass in a form in which it could be stored.

He believed that the majority of fission products would be kept in glassified form in deep water-filled ponds. Development and proving work on suitable deep burial grounds would be completed and the older wastes, whose heat and energy is largely spent, would be progressively transferred to these burial places. There they would slowly lose their remaining activity, causing no hurt to anyone.

He noted that present designs of nuclear reactor – as used in Britain's commercial nuclear power stations – could not burn all the plutonium they produced in their uranium fuel. However the fast reactor was the only way the UK could have a nuclear programme, and at the same time control the amount of plutonium. The fast reactor was the one and only nuclear incinerator. It would burn up anything, and at the same time it would produce as much or as little new plutonium as required. He could see no way that the world could have a sensible nuclear programme without introducing the fast reactor at some stage, possibly in 10 to 15 years' time.

Difficulties arising from the nature of the materials with which the nuclear industry dealt had been recognised since its earliest days, said Sir John. For all the mistakes that were made in any new industry, the safety record of the nuclear industry was excellent. So also was the record of the nuclear industry in safeguarding the environment.

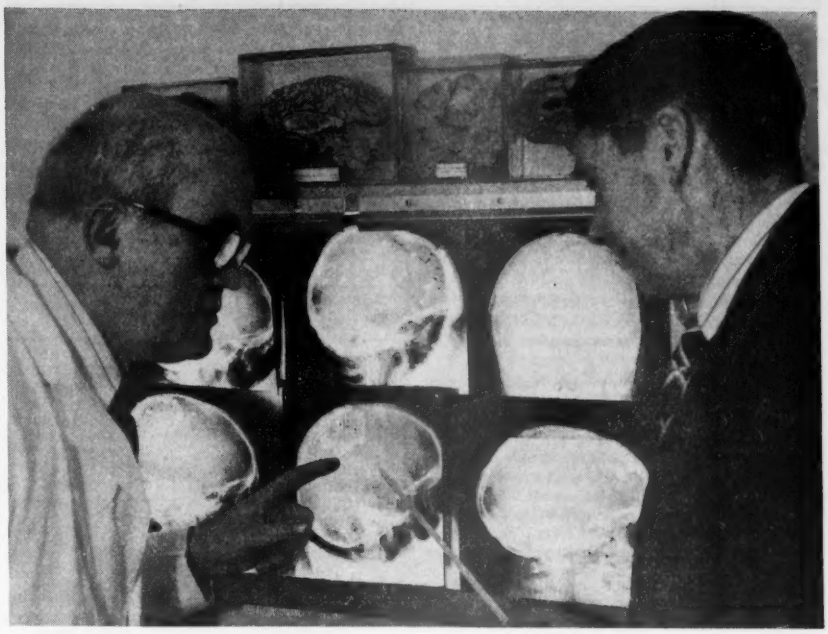
Belfast hospital repairs skull wounds with titanium

Royal Victoria Hospital, Belfast, has successfully pioneered the repair of severe skull wounds with titanium – the metal used in space rockets. The new method, known as titanium cranioplasty, has meant less chance of infection, more comfort for patients and a faster operation.

The titanium plates, that are highly durable yet non-resistant to X-rays, are used to protect exposed brains and cover unsightly holes in the skull – often as large as 150 mm by 120 mm. Until recently such massive holes had to be filled with plastic and a method of bone-grafting – an operation that takes two hours or more to complete. Now the titanium plates are easily and accurately shaped and contoured and screwed into position in 40 minutes.

Already the hospital has successfully inserted nearly a hundred plates, without subsequent difficulties, mainly for bomb and gunshot wounds sustained by victims of terrorism.

The hospital now, has 'do-it-yourself' titanium skull repair kits, stored and available in sterile packs for use in emergencies. Packs contain selected strips of metal, of varying lengths and widths, which can be screwed over skull wounds, together or singly, in a variety of combinations.

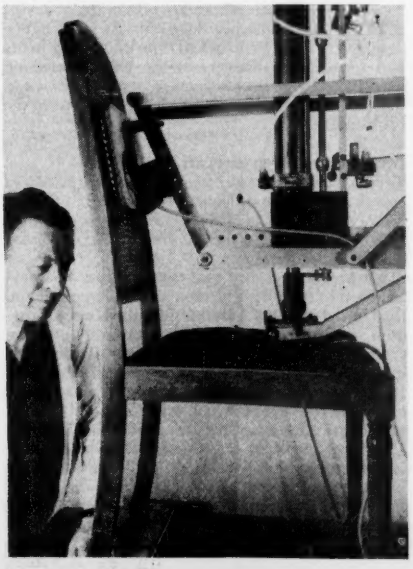


Titanium cranioplasty – the repair of skull wounds using titanium plates – has been developed at Belfast's Royal Victoria Hospital by Derek Gordon (right), a neurosurgeon, and George Blair, a dental surgeon, shown examining X-ray pictures of recent operations.

Jaycee installs chair tester

Jaycee Furniture Ltd has installed its own chair-test facility to standards of the Furniture Industry Research Association (FIRA) to comply with BS/4875, part 1 tests.

The machine tests seat and back strengths by repeatedly loading the seat to 950 newtons and the back to 330 newtons. For BSI test 2, this happens 25 000 times; for test 3, 50 000 times; and for test 4, 100 000 times. It operates 24 hours a day, cuts out if anything breaks or goes wrong, automatically stops when tests are finished and works at 18 cycles per minute.



Cold war on aircraft hangar doors

An £18,600 contract by the government's Property Services Agency to reduce heat loss from hangars at the Royal Aircraft Establishment, Farnborough, has been awarded to Wadetown Ltd, specialist insulation contractors from Reading. Work starts this week and will take about five months to complete.

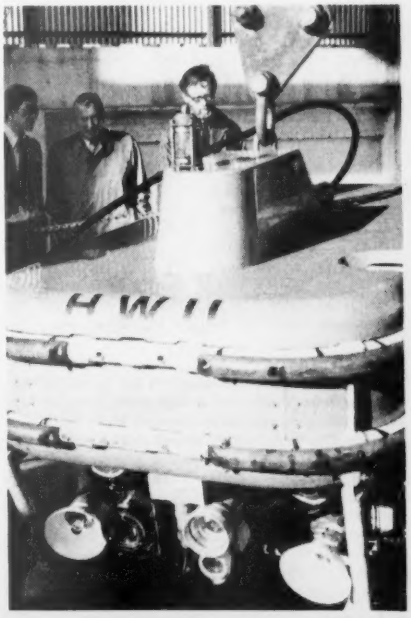
Trial installations at the Army Aviation Centre, Middle Wallop, RAF Benson and RAF Odiham are already being studied as part of an initiative in energy saving by the PSA. They will pay for themselves within three years by savings in fuel costs.

At Middle Wallop a prototype electric switch designed by PSA engineers is aimed specifically at educating technicians working inside the hangars. When the doors are left open for longer than a pre-set time, an alarm sounds. Then, if the doors are still not closed, the heating system shuts itself off. 'This is the first winter that it has been operating,' said Mr Harry Bowkett, PSA energy conservation officer, based at Coley Park, Reading. 'But it seems to be having the right psychological effect.'

Over the country as a whole successful energy management by PSA has shown savings of up to 35 per cent on fuel costs in government buildings – 20 per cent through proper management of existing heating systems and 15 per cent by fitting control devices. These devices are designed to match the output of heating systems to the needs of the user and to the outside temperature. Mr Bowkett believes that similar savings should be possible in industrial and commercial buildings.

Submersible vehicle undergoes tests

The deepest land-based underwater test site in Europe was used recently to do a deep water test on Angus 002, the latest unmanned, cable-controlled submersible designed and built by Heriot-Watt University in Edinburgh. The vehicle has a maximum operating depth of 305 m and has a payload of two tv cameras, a cine camera and a 35 mm still camera plus two 600 watt quartz halogen lights and two 160 Joule daylight flash lamps. Surface speed is 1.5 knots and speed at maximum depth is 1 knot.



Parliament

Monday, 13 February

Intruder alarms

Jim Craigen (Glasgow, Maryhill) asked the Secretary of State for Prices and Consumer Protection if he was able to report the outcome of his discussions with industry and other interested organisations on recommendations made by the Price Commission in their report on intruder alarms.

Mr Maclennan said that discussions were continuing and he hoped to make a statement shortly.

Comparative food prices at supermarkets

Robert Adley (Christchurch and Lymington) asked the Secretary of State for Prices and Consumer Protection what information he had on the relative overall cost of food at self-service stores and at traditional stores.

Mr Maclennan answered that there was no systematic statistical information on this subject. For grocery prices, some recent research had indicated that prices in supermarkets were generally lower than prices in independent shops, not all of which operate on counter-service. For fresh foods on the other hand, there was some evidence that specialist shops were generally cheaper than supermarkets.

Self-service stores

Robert Adley (Christchurch and Lymington) asked what had been the increase in the number of self-service shops and stores, for each of the last 10 years.

Mr Meacher told him that there were no official estimates of the number of shops and stores using self-selection methods for any of the last 10 years. Estimates derived from censuses of distribution showed that the estimated number of self-service shops in Great Britain in 1966 was 20 254 and also that the estimated number of self-service grocery shops in Great Britain was 19 279 in 1966 and 25 897 in 1971.

Retailers' profit margins

Arthur Lewis (Newham North West) asked the Secretary of State for Prices and Consumer Protection in the light of the fact that two major food retailers had reduced prices across the board by 5 to 15 per cent, why he would not refer to the Price Commission for investigation the profit margins of retailers.

Mr Maclennan said that competition in this sector was intense. Moreover, Mr Hattersley had no reason to believe that excessive profits were being made in the retail trade as a whole.

European steel prices

Michael Grylls (North West Surrey) asked the Secretary of State for Industry what discussions he had had with other EEC industry ministers on the outlook for European steel prices and imports into the community for the next 12 months.

Mr Huckfield said that Mr Varley, secretary of state, kept in close contact about these matters with the Secretary of State for Trade, who in view of his primary responsibility for the trade aspects took part in the discussions on steel at the Council of Ministers' meetings on 19-20 December and 17 January. Following these, the commission was now conducting negotiations with third country suppliers. Mr Varley would shortly be meeting the French Minister for Industry for a general discussion on industrial matters including steel.

Finance for steel industry

Ivan Lawrence (Burton) asked what grants in aid and loans at low rates of interest had been received by the British steel industry from the EEC since British membership, detailing particular steel plants which have benefited; and Graham Page (Crosby) asked what was the total in pounds sterling of loans accorded to the United Kingdom steel industry by the European Coal and Steel Community over the period from 1 January 1973 to the latest date for which figures are available.

Mr Huckfield listed, below, the loans and grants approved by the European Communities since 1 January 1973 for the benefit of the British steel industry. Full details were not available of the amounts so far received against these approvals.

Loans under article 54 of the Treaty of Paris

	Plant	Amount (£m)
1974	BSC Scunthorpe	17.95
	BSC Scunthorpe	7.75
	BSC Templeborough	1.25
	Woodhead Components (Sheffield)	0.50
	Manchester Steel	2.30
1975	BSC Tinsley Park	25.00
	BSC Port Talbot	35.00
	BSC (Chemicals) Ltd (Orgreave)	4.00
	BSC Normanby Park	7.00
	BSC Clydesdale	6.00
	Templeborough Rolling Mills Ltd (Rotherham)	0.70
	Spartan Steel Alloys Ltd (Newcastle upon Tyne)	0.80
1976	BSC Shepcote Lane (Sheffield)	30.00
	BSC Hunterston	25.00
	BSC Port Talbot	7.00
	GKN Cardiff	20.00
	BSC Redcar/South Teesside	150.00
	BSC Quebec (Fire Lake)	38.80
	BSC Sheffield	5.60
	BSC Teesside	4.20
	BSC Hunterston	10.00
1977	BSC Scunthorpe	4.50
	BSC Ravenscraig	7.70
	BSC Port Talbot	5.814
	North Sea Iron Co Ltd (Jarrow)	28.00
	BSC Appleby Frodingham	4.31
	BOC Redcar/South Teesside	5.00
	Total	454.174

Loans under article 56 of the Treaty of Paris

	Plant	Amount (£ m)
1974	BSC Ravenscraig	15.00
1975	BSC Ebbw Vale	15.55
1976	BSC Tafarnaubach	1.25
	Vald Rirn Ltd (Blyth)	1.40
	Natural Gas Tubes Ltd (Ebbw Vale)	0.95
	Natural Gas Tubes Ltd (Ebbw Vale)	1.36
	Natural Gas Tubes Ltd (Tafarnaubach)	1.086
	Total	36.596

Grants under article 46 of the Treaty of Paris £5.05 m

Grants under article 55 of the Treaty of Paris £77,500

Loans from the European Investment Bank

	Plant	Amount (£m)
1973	BSC Teesside	14.70
	BSC Llanwern	14.70
1974	BSC Port Talbot	8.00
	BSC Thrybergh Rotherham	12.00
1975	BSC Dalzell	3.50
	BSC Consett	6.75
	BSC Shotton	17.50
1976	BSC Port Talbot	12.60
	BSC Distington	2.10
	BSC Hartlepool/Clydeside/Airdrie	17.00
1977	BSC Redcar	8.00
	BSC Ravenscraig	14.00
	BSC Craigneuk	3.75
	BSC Distington/Fullwood	7.65
	BSC Ravenscraig	52.70
	BSC Templeton (Consett)	3.90
	BSC Port Clarence (Teesside)	6.90
	Total	205.75

Contribution from European regional development fund

	Plant	Amount (£ m)
1976	BSC Distington	0.578
	BSC Redcar	5.447
	BSC Dalzell	0.820
	BSC Tafarnaubach	0.462
1977	BSC Lackenby	1.250
	Total	8.557

Ministers

Department of Industry

Secretary of State: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries of State: Robert Cryer
Leslie Huckfield

Department of Trade

Secretary of State: Edmund Dell
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Department of Prices and Consumer Protection

Secretary of State: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

Japanese effect on UK car market

Richard Wainwright (Colne Valley) asked the Secretary of State for Trade what was his latest estimate of the current effect on the home market for cars of voluntary agreements with the Japanese industry; and what further steps he was considering in this matter.

Mr Dell answered that inter industry discussions about the UK car market for 1978 had been held with the Japanese in Tokyo last week. The report of the British industry delegation was being made on 13 February. The government was in contact with the Japanese government. An assessment of the position would be made as rapidly as possible.

Concorde lease to Braniff

Tom Arnold (Hazel Grove) asked the Secretary of State for Trade whether he would specify the problems which must be resolved before the agreement signed between British Airways and Braniff on 10 February 1977 can become operative; and what practical assistance he was offering to British Airways.

Mr Clinton Davis said that the agreement could not become operative until the US administration had completed its consideration of the linked questions of issue of a noise rule for supersonic transports, issue of a US-type certificate for Concorde, and continuation of the Concorde service to Washington on a permanent basis. The administration was expected to take these decisions during the second quarter of this year. The aircraft could then be placed on the US register, which is required by present US law before it can be leased by a US airline. It will also be necessary to settle the customs treatment of the aircraft and to obtain the approval of the Civil Aeronautics Board for the interchange agreement. The British and French governments had participated actively in the US rule-making process and were in close touch with the airlines and the US authorities concerned about solutions to the problems.

Duty on imported aircraft

Kenneth Warren (Hastings) asked what duty was payable on aircraft imported into the United States of America from the United Kingdom compared with the duty charged on aircraft of the same size imported from the United States of America into the United Kingdom.

Mr Meacher replied that customs duty was payable at the rate of 5 per cent on aircraft imported into the United States of America from the United Kingdom, regardless of their size. Customs duties on aircraft imported from the United States of America into the United Kingdom were chargeable at rates of 12 per cent for aircraft of an unladen weight not exceeding 2000 kg; 5.5 per cent for aircraft of an unladen weight exceeding 2000 kg but not exceeding 15 000 kg; and 5 per cent for aircraft of an unladen weight exceeding 15 000 kg. As he had informed Mr Warren on 12 December 1977 (*Trade and Industry*, 23 December) the duty on aircraft of an unladen weight exceeding 15 000 kg was currently totally suspended.

NEB share holdings

Michael Grylls (North West Surrey) asked the Secretary of State for Industry if he would publish in the official report the current list of shareholdings of the National Enterprise Board at 31 January 1978, stating the name of the company, the total cost of acquisition of the shareholding, the total number of shares held, the percentage that such shares represented in the total equity of the company, the value of the National Enterprise Board shareholding at 31 January 1978, if a quoted company, details of any loans guaranteed by the National Enterprise Board to the company and the rate of interest on the loan and the date it is due for repayment, and details of any other loans to the company since the National Enterprise Board took a shareholding.

Mr Huckfield presented the following information:

Company	Type of share	Number held by NEB	% held of nominal value of total equity	Cost (£ 000)	Stock exchange quotation where available[1]
Agemaspark Ltd	£1 ordinary	3 700	30	100	
	£1 redeemable preference	50 000		50	
Aqualisa Products Ltd	£1 ordinary	4 000	40	4	
	£1 redeemable preference	65 000		65	
British Leyland Ltd	50p ordinary	246 490 683	95.1	246 491	20p
British Tanners Products Ltd	£1 ordinary	500 000	50	500	
Brown Boveri Kent Ltd	25p ordinary	7 658 938	17.6	1 880	46p
Bull Motors (Ipswich) Ltd	£1 ordinary	500 000	100	500	
The Cambridge Instrument Co Ltd	£1 ordinary voting	87 684 255	46.3	1 770	
	10p ordinary voting	4 261 757			
	1p ordinary non-voting	50 000 000		500	
RR Chapman (Sub-Sea Surveys) Ltd	£1 ordinary	50 000	47.2	50	
Computer Analysts and Programmers (Holdings) Ltd	£1 ordinary	34 319	29.9	549	
Data Recording Instrument Co Ltd	£1 ordinary	3 130 337	57.7	3 137	
Fairey Engineering Holdings Ltd	£1 ordinary	18 000 000	100	18 000	
Ferranti Ltd	50p ordinary voting	4 000 000	50	6 000	
	50p ordinary non-voting	2 666 666		2 667	
Hemmings Plastics Ltd	£1 convertible redeemable preference	100 000	—	100	
Herbert Ltd	25p ordinary	43 632 948	100	26 196	
Hivent Ltd	£1 ordinary	7 000	25.9	14	
	£1 redeemable preference	40 000		40	
Hydraroll Ltd	£1 ordinary	4 500	48.9	5	
	£1 redeemable preference	60 000		60	
ICL Ltd	£1 ordinary	8 148 750	24.4	12 083	248p
Insac Data Systems Ltd	£1 ordinary	1 450 000	100	1 450	
Irpor Ltd	£1 ordinary	40	40	0.04	
Keland Electrics Ltd	£1 ordinary	100 000	100	100	
Mayflower Packaging Ltd	£1 voting convertible preference	60 000	33.3	60	
	£1 redeemable preference	60 000		60	
The Mollart Engineering Co Ltd	£1 ordinary	46 822	70.6	382	
Newbury Laboratories Ltd	£1 ordinary	4 000	40	343	
North-East Audio Ltd	£1 ordinary	54 450	49.8	99	
	£1 preference	340 000		340	
Packaging Methods Ltd	£1 ordinary	23 230	34.4	47	
	£1 redeemable preference	100 000		100	
Pitcraft Ltd	£1 ordinary	5 100	20.4	87	
	£1 convertible reedemable preference	400 000		400	
Rolls-Royce Ltd	£1 ordinary	196 000 000	100	196 000	
Sandiacre Electronics Ltd	£1 ordinary	30 000	30	40	
	£1 redeemable preference	125 000		125	
Francis Shaw and Co Ltd	20p preferred ordinary	1 400 000	—	546	
Sinclair Radionics Ltd	£1 ordinary voting	75 000	73.3	650	
	£1 preference voting	200 000			
	£1 redeemable preference	1 200 000		1 200	
Systems Designers International Ltd	£1 ordinary	3 060	27.5	184	
Systems Programming Holdings Ltd	£1 'V' voting	300	80	600	
	£1 'D' non-voting	600 000			
Systime Ltd	£1 ordinary	762	26	504	
	£1 preference	476			
Thwaites and Reed Ltd	£1 ordinary	240 000	91.1	240	
Twinlock Ltd	10p ordinary	7 123 000	33.3	997	
United Medical Co International Ltd	£1 ordinary	137 500	55	250	

Secretary of State for Industry has approved the board making loans of £26 million to Rolls-Royce Ltd and of £150 million to British Leyland Ltd since it acquired its shareholdings in these companies. Other loans and loan facilities made available by the board to companies in which it has acquired shareholdings are a matter for the NEB.

[1] Closing prices on 31 January 1978.

Tuesday, 14 February

Unfair competition directives

John Lee (Birmingham, Handsworth) asked what was the total number of common market legal directives that have been issued having effect in the United Kingdom on the subject of unfair competition; how many of these had been implemented; how many had been disregarded; and how many there were which are the subject of United Kingdom government consideration.

Mr Williams replied that the rules on competition were set out in articles 85-94 of the EEC treaty. In the area in which he understood the questioner to be primarily interested – state aids – the council adopted three consecutive directives, all of which have now lapsed, which, together with the relevant provisions of the treaty, regulated state aids to the shipbuilding industry. None of these were disregarded and a fourth, which recognised the need for specific shipbuilding aids in the current crisis facing community shipbuilding, was being considered by the council. The government was in broad agreement with the objectives of this draft directive and had been playing a full part in the discussions. In addition, the rules on competition had been progressively applied to agriculture by community legislation establishing the common agricultural policy. Assistance which is given in the UK for on farm investment and farming less favoured areas was granted in accordance with directives 72/159 and 75/268 respectively.

Aircraft noise research

Kenneth Warren (Hastings) asked what payments had been made to the British Aerospace Corporation in 1977-78; and what sums were anticipated, would be paid in 1978-79 for research and development investigations into fuel economy and noise reduction.

Mr Huckfield said that payments to British Aerospace for research work aimed at the reduction of aircraft noise were expected to be about £70,000 in 1977-78; work aimed at fuel economy is integrated with other interests and could not, at this stage, be usefully segregated. The department was engaged in discussions with British Aerospace who would be taking financial responsibility for much of the work previously funded by this department; until these were further advanced it was not possible to give reliable estimates for expenditure in 1978-79.

Advance factories

Robert Kilroy-Silk (Ormskirk) asked for the number of firms in Merseyside, the North East, Scotland, and Wales that were benefiting from not paying rent for an initial period of tenancy of advance factories.

Mr Cryer replied that there were currently 27 firms on Merseyside and 79 in north-east England benefiting from rent-free periods. He could not answer for Scotland and Wales.

Steel production in the EEC

Dafydd Wigley (Caernarvon) asked what was the rate of utilisation of production capacity in the steel industries of each of the member states of the EEC and in the EEC as a whole during the third and fourth quarters of 1977, respectively.

Mr Huckfield said that production of crude steel in EEC member states for the third and fourth quarters of 1977 expressed as a percentage of production capability was as follows:

	1977	
	3rd qtr %	4th qtr %
Federal Republic of Germany	58	56
Belgium	54	56
France	62	64
Italy	65	68
Luxembourg	50	53
Netherlands	64	56
United Kingdom	68	64
Denmark	45	59
Ireland	—	—
Total EEC	61	60

Sources: European coalmining and steel community; Investment in the community coalmining and iron and steel industries; Iron and steel statistics bureau.

Foreign car sales

Joan Lestor (Eton and Slough) asked the Secretary of State for Industry what study he had made of the practice by foreign car manufacturers of offering interest-free loans to purchasers; and what effect he calculated that this had had on the British car industry. Dr Oonagh McDonald asked the Secretary of State for Trade in view of the fact that purchasers of Fiat cars were being offered hire purchase loans by the company concerned at 5 per cent if he would investigate the effects of this on the United Kingdom market for car sales.

Mr Cryer, replying to both questions, said that a large number of car manufacturers, both British and foreign – as with other products – offered discounts of varying kinds from time to time as a means of boosting their sales. Reductions in interest rates were one means of offering such discounts. The government was of course very concerned at the current high level of car imports; but it was not possible to isolate the effects on the car industry of this kind of sales promotion measure.

Information on overseas markets

J. W. Rooker (Birmingham, Perry Barr) asked why information about the penetration of overseas markets was not available for industries covered by the sector working parties.

Mr Cryer responded that although the relevant data about exports from the United Kingdom was available, there was no comparable information about the total demand for particular categories of goods in overseas markets. The National Economic Development Council was working on an analysis which would provide some information but this was not yet available in the detail requested.

Industry Act applications and offers

Dafydd Wigley (Caernarvon) asked the Secretary of State for Industry if he would publish a table corresponding to that in appendix U of the most recent annual report under the Industry Act 1972, giving a breakdown of data for England, Scotland, Wales and for the United Kingdom, respectively, up to the latest date for which figures were available.

Mr Cryer replied that the initial returns for early December last year indicated the breakdowns provided in the table. There had been a large upsurge in the number of applications at the end of 1977 and detailed breakdowns had not yet been completed.

INDUSTRY ACT 1972, SECTION 8 SECTORAL SCHEMES: SUMMARY OF APPLICATIONS AND OFFERS

Scheme	Date of introduction	Closing date for applications	Applications: Received	Applications: Rejected or withdrawn	Applications: Under consideration	Offers: Number	Offers: Assistance offered (£m)	Offers: associated project costs (£m)	Offers: Payments (£m)
United Kingdom									
Wool textile stage 1	19.7.73	31.12.75	330	18	—	312	17.1	74.8	13.1
Wool textile stage 2	29.11.76	30.9.77	36	2	14	20	0.1	0.4	(0.018)
Clothing	15.10.75	31.12.77	435	49	80	306	3.8	15.0	1.2
Ferrous foundry	5.8.75	31.12.76	516	72	167	277	54.8	247.1	8.1
Machine tool	5.8.75	31.12.77	241	22	120	99	10.3	55.1	1.7
Paper and board	15.6.76	30.6.78	60	6	23	31	6.6	30.1	1.5
Non-ferrous foundry	24.1.77	31.7.78	97	8	58	31	2.5	10.6	0.1
Electronic components	24.1.77	31.7.78	50	7	30	13	4.1	9.0	—
Printing machinery	13.8.76	31.12.77	30	2	14	14	1.2	6.3	0.2
Textile machinery	13.8.76	31.12.77	33	2	20	11	0,4	1.9	(0.020)
Poultrymeat processing	4.8.76	31.3.77	126	6	74	46	4.0	22.1	0.2
Red-meat slaughter house	9.11.76	30.11.78	113	8	64	41	2.8	21.2	(0.039)
Instrumentation and automation	9.8.77	30.4.79	12	1	11	—	—	—	—
Drop forging	8.11.77	31.12.78	—	—	—	—	—	—	—
United Kingdom – Totals			2 079	203	675	1 201	107.7	493.5	26.1
England									
Wool textile stage 1	19.7.73	31.12.75	297	15	—	282	15.5	66.1	12.3
Wool textile stage 2	29.11.76	30.9.77	32	1	12	19	0.1	0.4	(0.018)
Clothing	15.10.75	31.12.77	340	41	52	247	3.1	12.0	1.1
Ferrous foundry	5.8.75	31.12.76	458	69	149	240	47.5	222.0	7.8
Machine tool	5.8.75	31.12.77	225	22	113	90	9.6	51.1	1.6
Paper and board	15.6.76	30.6.78	49	3	22	24	6.0	27.0	1.5
Non-ferrous foundry	24.1.77	31.7.78	85	6	53	26	2.1	9.0	0.1
Electronic components	24.1.77	31.7.78	44	6	26	12	4.0	8.9	—
Printing machinery	13.8.76	31.12.77	29	2	13	14	1.2	6.3	0.2
Textile machinery	13.8.76	31.12.77	32	2	20	10	0.4	1.9	(0.020)
Poultrymeat processing	4.8.76	31.3.77	109	6	65	38	3.9	20.2	0.2
Red-meat slaughter house	9.11.76	30.11.78	90	7	53	30	2.1	16.3	(0.039)
Instrumentation and automation	9.8.77	30.4.79	10	—	10	—	—	—	—
Drop forging	8.11.77	31.12.78	—	—	—	—	—	—	—
England – Totals			1 800	180	588	1 032	95.5	441.2	24.8
Wales									
Wool textile stage 1	19.7.73	31.12.75	2	—	—	2	(0.004)	(0.004)	(0.003)
Wool textile stage 2	29.11.76	30.9.77	—	—	—	—	—	—	—
Clothing	15.10.75	31.12.77	14	2	2	10	0.2	0.9	—
Ferrous foundry	5.8.75	31.12.76	16	1	8	7	0.8	3.6	(0.018)
Machine tool	5.8.75	31.12.77	—	—	—	—	—	—	—
Paper and board	15.6.76	30.6.78	4	1	—	3	0.3	1.3	—
Non-ferrous foundry	24.1.77	31.7.78	5	—	1	4	0.3	1.2	—
Electronic components	24.1.77	31.7.78	2	—	2	—	—	—	—
Printing machinery	13.8.76	31.12.77	—	—	—	—	—	—	—
Textile machinery	13.8.76	31.12.77	—	—	—	—	—	—	—
Poultrymeat processing	4.8.76	31.3.77	6	—	4	2	(0.039)	0.9	—
Red-meat slaughter house	9.11.76	30.11.78	5	—	4	1	(0.012)	0.1	—
Instrumentation and automation	9.8.77	30.4.79	1	1	—	—	—	—	—
Drop forging	8.11.77	31.12.78	—	—	—	—	—	—	—
Wales – Totals			55	5	21	29	1.6	8.0	(0.021)
Scotland									
Wool textile stage 1	19.7.73	31.12.75	30	3	—	27	1.6	8.7	0.8
Wool textile stage 2	29.11.76	30.9.77	4	1	2	1	(0.002)	(0.004)	—
Clothing	15.10.75	31.12.77	52	4	20	28	0.3	1.2	—
Ferrous foundry	5.8.75	31.12.76	40	1	10	29	6.4	21.0	0.3
Machine tool	5.8.75	31.12.77	16	—	7	9	0.7	4.0	0.1
Paper and board	15.6.76	30.6.78	7	2	1	4	0.3	1.8	—
Non-ferrous foundry	24.1.77	31.7.78	7	2	4	1	0.1	0.4	—
Electronic components	24.1.77	31.7.78	4	1	2	1	0.1	0.1	—
Printing machinery	13.8.76	31.12.77	1	—	1	—	—	—	—
Textile machinery	13.8.76	31.12.77	1	—	—	1	(0.003)	(0.007)	—
Poultrymeat processing	4.8.76	31.3.77	9	—	3	6	0.1	1.0	—
Red-meat slaughter house	9.11.76	30.11.78	16	1	7	8	0.4	2.5	—
Instrumentation and automation	9.8.77	30.4.79	1	—	1	—	—	—	—
Drop forging	8.11.77	31.12.78	—	—	—	—	—	—	—
Scotland – Totals			188	15	58	115	10.0	40.7	1.2

Military airfield for civil use

George Young (Ealing, Acton) asked the Secretary of State for Trade further to his statement on airport policy on 1 February, which military airfields in the London area might be developed as civil airports.

Mr Davis said that in response to suggestions made during the consultations on airports policy, he was prepared to consider, as one of the longer term options for handling London area air traffic, proposals for the development of a military airfield as a civil airport. At this stage he had no particular airfield in mind.

Japanese car imports

Doug Hoyle (Nelson and Colne) asked the Secretary of State for Trade if he would have talks with the Japanese government about Japanese car imports to the United Kingdom with a view to introducing import controls on these cars.

Mr Dell answered that talks with the Japanese government were already taking place. He saw the Japanese ambassador last night at his request and our embassy in Tokyo is having discussions with Japanese officials. The government would decide its policy in the light of these discussions and other consultations which were taking place.

Polish ships order

Michael Grylls (North West Surrey) asked the Secretary of State for Industry following the contract he signed with the Polish government, what contracts had been placed so far in connection with the Anglo-Polish ships deal; what were the names of the companies with which the contracts had been placed; what was the value of each contract; what was the nature of the goods being supplied in each case; and what percentage of the contracts placed so far had gone to countries other than the United Kingdom.

Mr Kaufman answered that following the communiqué signed by the Secretary of State and the Polish Vice Minister for Foreign Trade and Shipping on 21 November 1977 British Shipbuilders had concluded a contract with the Anglo Polish Shipping Venture Co Ltd for the supply of 22 ships and two crane barges. He was advised by British Shipbuilders that at the time of the signature of the communiqué the customer had stipulated that certain materials and equipment to a total value between 11 per cent and 12 per cent of the costs should come from specified suppliers outside the United Kingdom. Details of sub-contracts were primarily a matter for the shipbuilder concerned but he understood that most of them had now been placed and British Shipbuilders did not expect the total value placed outside the United Kingdom to exceed 14 per cent of their costs.

Duty on US aero equipment

Kenneth Warren (Hastings) asked what duty was payable on United States-manufactured equipment imported for installation in United Kingdom-manufactured aircraft compared with the duty on United States-manufactured equipment embodied in imported United States aircraft.

Mr Meacher replied that customs duty was suspended on aircraft engines, parts of engines and airframe parts intended to be fitted into aircraft imported duty-free or built within the community. As regards other items required for the construction, repair or maintenance of aircraft, customs duties were chargeable at the rate appropriate to the equipment except where they were suspended on an annual basis by means of an EEC council regulation when such items were not produced within the community. Equipment embodied in imported US aircraft was not classified separately for duty purposes, the duty being charged at the rate applicable to the complete aircraft.

Semi-precious metals

Peter Hardy (Rother Valley) asked what was the volume of imports of chromium, platinum, tungsten, vanadium and molybdenum during 1977, and stocks of each of these substances currently held.

Mr Meacher gave the following information:

VOLUME OF IMPORTS IN TONNES DURING 1977

	Chromium	Platinum	Tungsten	Vanadium	Molybdenum
Metal, unwrought or wrought (and articles thereof)	143	11 [1]	208	59	162
Ores and concentrates	197 616	[2]	3 365	[2]	13 950
Ferro-alloys	77 213	—	335	446	880
Oxides, hydroxides, ashes and residues, etc	578	[3]	365	1 595	159

Notes: [1] Includes waste (including ash) and sweepings of other platinum group metals. [2] Imports of platinum ores are not separately distinguished in the overseas trade statistics. Imports of ores of silver, platinum and platinum group metals in 1977 were valued at £61.7 million (details of quantity are not available for publication). [3] Imports of the metal in this form are not separately distinguished in the overseas trade statistics.

No information is available about stocks of these metals, but information from commercial sources indicates that some 764 tonnes of tungsten ores and concentrates were held in consumer stocks as at 30 September 1977.

Wednesday, 15 February

British Shipbuilders' report

Mr W. E. Garrett (Wallsend) asked the Secretary of State for Industry if he would make a statement about the report by British Shipbuilders required by section 5(3) of the Aircraft and Shipbuilding Industries Act 1977.

Mr Varley said that a report on the review of the affairs of the corporation had been submitted by British Shipbuilders and he had that day laid copies before each House of Parliament. The report showed that British Shipbuilders had adopted the principle of the largest degree of decentralised management and decision taking compatible with public accountability and the need to enhance the competitiveness of the corporation which was operating in a severe world-wide shipbuilding recession. The report also showed that British Shipbuilders attached great importance to their duty to promote industrial democracy. They saw the starting place as the development of suitable procedures within each profit centre in accordance with overall guidelines to be established by the corporation in consultation with the relevant trade unions. He had been encouraged to learn that the corporation and the CSEU had determined an objective of reaching agreement on the overall guidelines and framework of industrial democracy in the next month or so. He was anxious that progress should be made quickly and he had asked British Shipbuilders to let him have a further report on the promotion of industrial democracy by 1 July, which would also be laid before each House of Parliament. British Shipbuilders would also keep closely in touch with his department on the development of their thinking on organisation.

Steel assets per employee

Dafydd Wigley (Caernarvon) asked the Secretary of State for Industry if he would publish a table showing the gross fixed assets per employee in the steel industries of the United Kingdom, France, West Germany, Italy, Holland, the United States of America and Japan, together with the corresponding level of steel production expressed in tonnes of steel per man-year.

Mr Huckfield said that information on gross fixed assets were not available. The following table gave details in 1976, the latest date for which information was available:

STEEL PRODUCTION IN TONNES PER MAN YEAR

United Kingdom	125 [1]
France	221
West Germany	131
Italy	159
Netherlands	207
United States	174
Japan	245

[1] Employment as defined for the iron and steel industry in the Treaty of Paris.

The employment figures used to prepare this table were those published in The Steel Market in 1976 by the Economic Commission for Europe (ECE/STEEL/17). They reflect differences in the structure and organisation of the steel industry in the various countries as well as practical differences in the collection of the information. The absolute level of the figures of output per head therefore was not directly comparable between countries.

Hotel service charges

Arthur Lewis (Newham North) asked the Secretary of State for Prices and Consumer Protection in view of the practice of hotels of making excessive service charges to their patrons for obtaining telephone calls, in some cases by as much as 100 per cent, and of the details supplied to him where an American was charged £54 for the actual telephone costs of £27, he would take action to prevent this overcharging.

Mr Maclennan said he had recently been in touch with the British Hotels, Restaurants and Caterers' Association. They shared his view that it was desirable that, where a surcharge was added to normal Post Office rates, customers should be informed in advance of the rates they would have to pay. The association had recently reminded their members of their recommendation that this information should be readily available.

Watch repairers

Arthur Lewis (Newham North West) asked the Secretary of State for Prices and Consumer Protection in the light of the fact that a large number of shops in the United Kingdom describe themselves as watchmakers and jewellers when they are not watchmakers but watch repairers, whether he will take steps to see that such shops are correctly described and their signs correctly written.

Mr Fraser said that it was already an offence under the Trade Descriptions Act 1968 for a person in the course of a trade or business knowingly or recklessly to make certain kinds of false statements about the provision of any service, including the nature of a service. Local weights and measures authorities had a statutory duty to enforce the act and the necessary powers of investigation. If the questioner considered that particular shop signs falsely describe the services advertised he should bring the matter to the attention of the local authority or authorities concerned.

Action on potato prices

Arthur Lewis (Newham North West) asked the Secretary of State for Prices and Consumer Protection whether he would publish a detailed statement showing to what extent since July 1975 he had been approached to take action to control and reduce the price of potatoes in general and chips and frozen chips in particular: and what action he had taken and with what results to date.

Mr Maclennan said that between the summer of 1975 and August 1977, when potatoes were in reduced supply because of the drought and prices in consequence rose sharply, a considerable number of complaints were received from MPs, consumer organisations, trade unions and the general public. The possibility of a statutory maximum price was carefully considered but rejected on the grounds that, apart from difficulties of effective enforcement, it would tend to exacerbate the physical shortage by driving potatoes off the open market, increasing consumer demand and reducing the commercial attractiveness of imports. The Price Commission regularly monitored prices and distributors' margins for fresh potatoes from the beginning of 1976 to September 1977, but found no evidence that distributors had made excessive profits from the shortage. In December 1977 the average retail price, as measured by the commission, had fallen to 3.8p per pound compared to its level of 10.8p a year earlier. Since the late summer of last year there had been several complaints from MPs and the general public about the price of chips in fish and chip shops as well as from some MPs and the managing director of a chain of take-away restaurants about the price of frozen chips. His department has pursued these complaints with the National Federation of Fish Friers, the Potato Processors' Association and the Price Commission. There had been some price reductions for chips in fish and chip shops, although the fish friers faced other cost increases which were partly being borne on the price of chips. The Price Commission had powers to investigate particular price increases. The secretary of state had no clear statutory powers to control or reduce the price of frozen chips except following a recommendation by the Price Commission following a sectoral examination under the Price Commission Act. The financial difficulties which the processors now faced for a variety of reasons meant that such an examination would not be worthwhile. The average retail price of frozen chips and other convenience potato products, as measured by the national food survey, fell by 17 per cent between the second and third quarters of 1977.

Thursday, 16 February

Japanese cars in the UK

Richard Page (Workington) asked what numbers of Japanese cars were registered in the United Kingdom in 1975, 1976 and 1977; if this could be expressed as a percentage of the total registrations in these years; and what were the estimated registrations of Japanese cars for 1978.

Mr Meacher gave the following information:

NEW REGISTRATIONS OF JAPANESE CARS IN THE UNITED KINGDOM

	Number	Percentage of total registrations
1975	107 934	9.0
1976	121 416	9.4
1977	140 415	10.6

Source: Society of Motor Manufacturers and Traders. No official forecasts of Japanese registrations are published.

Japanese motor cycles in the UK

Richard Page (Workington) asked what numbers of Japanese motor cycles were registered in the United Kingdom in 1975, 1976 and 1977; if this could be expressed as a percentage of the total registrations in these years; and what was the estimated number of registrations of Japanese motor cycles for 1978.

Mr Meacher gave the following information:

NEW REGISTRATIONS OF JAPANESE MOTOR CYCLES IN THE UNITED KINGDOM

	Number	Percentage of total registrations
1975	150 033	85.9
1976	168 352	89.3
1977	154 182	87.6

Source: Motor Cycle Association. No official forecasts of Japanese registrations are published.

Safety of children's cots

Jill Knight (Birmingham, Edgbaston) asked the Secretary of State for Prices and Consumer Protection what steps he intended taking following the recent announcement of the British Standards Institute's revised safety standards for children's cots.

Mr Fraser replied that his department was represented on the British Standards Institution's technical committee responsible for drafting the revised safety standard for children's cots with a view to supporting regulations being made under the Consumer Protection Act 1961 when the standard was published. Draft regulations, based on the standard, were in course of preparation and would be circulated to interested bodies for comment as soon as possible.

BSC financial forecasts

Mike Thomas (Newcastle upon Tyne East) asked what was the latest date at which the government received financial forecasts from the British Steel Corporation prior to the insertion of the figures of £345 million and £178 million for 1977-78 and 1978-79, respectively, for total internal resources in tables 3.2 and 3.3 of volume 2 of the Public Expenditure White Paper 1978, command paper 7049 2.

Mr Huckfield replied that a financial forecast in respect of 1977-78 was received from the British Steel Corporation on 18 November 1977. Because discussions between the government and the corporation had not yet been completed, the 1978-79 forecast was exceptionally prepared by officials on the basis of present policies.

Tungsten and chromium

Peter Hardy (Rother Valley) asked the Secretary of State for Industry what steps he was taking to promote the domestic production of tungsten and chromium; and what was his estimate of the volume of these resources available within the United Kingdom.

Mr Cryer answered that his department funded a comprehensive programme of minerals intelligence designed to promote the economic development of indigenous resources. This included reconnaissance programmes, which aimed at providing necessary geological information on which subsequent minerals exploration by companies could be based; and the Mineral Exploration and Investment Grants Act 1972, under which the department was empowered to pay contributions of not more than 35 per cent towards expenditure incurred on searching for or discovering and testing certain mineral deposits (including tungsten and chromite) in Great Britain and on the UK Continental shelf. Tungsten reserves in the UK were currently believed to be of the order of 10 000 tonnes, but as no economic deposit of chromite had yet been indentified no figures were available for chromium.

Kirkby advance factories

Robert Kilroy-Silk (Ormskirk) asked how many advanced factories had been opened and tenanted; and what was the number of workers employed in the Kirkby industrial estate since February 1974.

Mr Cryer said that since February 1974 five standard advance factories and three terraced factories consisting of 16 units had been authorised, all had been built and allocated to tenants, and employment as at 31 January 1978 was 350.

Paper and board import quotas

Michael Grylls (North West Surrey) asked the Secretary of State for Industry if he would publish the view of both employers and trade union representatives on the paper and board industry sector working party with regard to duty-free import quotas for 1978.

Mr Cryer said that the employers and trades union representatives of the paper and board industry were opposed to increases in the Efta duty-free import quotas for 1978 and particularly in areas regarded as sensitive by the industry.

Friday, 17 February

Minimum prices

Michael Ward (Peterborough) asked the Secretary of State for Prices and Consumer Protection whether he would propose an amendment to the Resale Prices Act 1976, in order to extend its application to schemes requiring the minimum prices at which goods may be advertised. He also asked whether uniform pricing methods such as those where traders dealing in the Olympus OM-1 and Praktica LTL 3 cameras had been effectively threatened with the cutting-off of supplies if they attempted to advertise these products at below the stipulated minimum advertised price were compatible with the government's competition policy, and in the best interests of consumers.

Mr Fraser replied that the Resale Prices Act 1976 already prohibited the fixing of minimum prices for the resale of goods, and made it unlawful to withhold supplies as a means of enforcing minimum resale prices. The courts have held that the act also applies to the enforcement of resale price maintenance through the use of minimum advertised prices. The Director General of Fair Trading examined complaints about attempts to maintain minimum resale prices contrary to the act and details of particular cases should be referred to the director general.

Insurance commissions

Robert McCrindle (Brentwood and Ongar) asked the Secretary of State for Prices and Consumer Protection if he or the Director General of Fair Trading had received any representations from insurance or mortgage brokers on the practice of building societies of requiring a share of insurance commissions as a condition of providing mortgage finance; and if he were satisfied that the undertaking given by the Building Societies Association not to require a sharing of insurance commissions as a condition of providing mortgage finance was being honoured; whether he or the Director General of Fair Trading planned further intervention.

Mr Fraser answered that as far as the Director General of Fair Trading was aware, the agreement he reached with the Building Societies Association in 1976 was being honoured by all member societies. The director general had made it clear that he would deprecate the practice of making the sharing of insurance commissions a condition of providing mortgage finance. He understands that he had recently received a number of complaints from insurance and mortgage brokers among others, which criticised building society practice in this area in general terms. However, no specific allegations had been made. Accordingly, he was writing to a number of the larger societies to ask for their comments and will consider any future action in the light of their replies and any further information he may receive.

Dumping of electronics components

Tom Arnold (Hazel Grove) asked the Secretary of State for Trade what information he had on the criteria adopted by the EEC with regard to a definition of dumping in relation to cheap imports from the Far East in the electronics and television component industries, in view of the absence of a reference price because of the vertical integration of comparable industries in Japan.

Mr Meacher replied that dumping was defined in the relevant EEC legislation, that is in regulation (EEC) no. 459/68 of 5 April 1968 as amended by regulation (EEC) no. 2011/73 of 24 July 1973 and regulation (EEC) no. 1411/77 of 27 June 1977. In cases where the domestic market situation was distorted, dumping calculations may be based on the price of the like product when exported to a third country, or the cost of production in the country of origin.

Audited accounts

John Wakeham (Maldon) asked the Secretary of State for Trade whether he was satisfied that audited accounts prepared on the current work account and current cost accounts bases were likely to conform to the fourth directive.

Mr Clinton Davis stated that the EEC draft fourth directive on company accounts contained, in article 30, provisions which would allow the adoption of current cost accounting.

Accounting policies

John Wakeham (Maldon) asked the Secretary of State for Trade whether, in view of the fact that the Registrar of Companies was receiving for filing audited accounts of companies some of which were prepared on the historic cost convention basis, some of which were prepared on the current cost accounts basis and some of which were prepared using a combination of both methods, he would bring forward legislation to clear up the obvious confusion to creditors, investors and employees.

Mr Clinton Davis said that accounts of companies were drawn up and audited in accordance with the companies acts and must give a true and fair view. No particular accounting convention was specified, but it was standard practice for companies to disclose in their accounts the accounting policies followed and to show the effects of a change in policies in the year in which the change occurred, and also for auditors to refer in their reports to the accounting conventions used in the accounts. He thought it would be desirable that, when changing from the historic cost convention to a current cost convention, companies should show, at least for a period, their results on a historic cost as well as a current cost basis, and his department would be discussing this proposal with the accountancy bodies.

Inflation Accounting Steering Group

Timothy Smith (Ashfield) asked the Secretary of State for Trade what was the total amount of financial assistance given by the government to the Inflation Accounting Steering Group.

Mr Clinton Davis stated that the government had agreed to contribute one-third of the group's expenses up to a maximum of £50,000 per annum for the years 1976, 1977 and 1978. The total contributions made during 1976 and 1977 amounted to £28,116 and £39,797 respectively, giving a total for the two years of £67,913.

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Overseas trade news

PM calls for co-operation between supplier and customer

Prime Minister Jim Callaghan called for closer co-operation between customer and supplier so that British manufacturers can buy British when they buy components.

Speaking to the Institute of Export on 15 February he endorsed proposals put forward by the sector working parties in the Industrial Strategy. He said that British manufacturers naturally wanted to buy components that suited them best, and they usually begin by finding out what was available in Britain.

'But what happens if it doesn't happen to be: exactly what they want or the price is too high, or the manufacturer won't alter the design? What do they do then? The first reaction of many is to buy a suitable foreign product. They want to get on with their business. But I am going to suggest that in the present state of the British economy they must begin to look rather further into the future. I would like to see more of them going along to British component suppliers and taking them by the hand say – "Look, we want to buy British but your product doesn't fit the bill. Please let us work together so that you can produce what we want and out next order for components will come to you." ' Mr Callaghan said.

He continued that from the national standpoint it was the way to reduce unemployment and to create more manufacturing jobs.

Analysing the UK's export record in 1977 he said that Britain did well in exports to the EEC, which were up by 31 per cent in value terms.

'But our crude trade deficit with the community is much too high at about £2,000 million. There is a modest improvement in the fact that the ratio of our exports to our imports from the community is now the best for about six years. That is progress, but we need to sell much more to the community if we are to get our trade nearer balance with the community.'

Exports to Opec

Exports to the oil exporting countries were up 36 per cent. 'In fact, in 1977 we had an uncorrected trade surplus – yes, surplus – with them of £560 million. Certainly this was partly due to the benefits of North Sea oil, but it is also a reflection of the great effort our export salesmen have made in the tough competitive markets of the Middle East.'

He concluded that the world's economic future was too serious to seek scapegoats. The most important task for 1978 was for nations to work for an agreed analysis, for acceptable solutions to world trading problems and for a common political will to put such solutions into effect.

'That is the message that I have been taking and will continue to take to the leaders of the industrial nations in our bilateral and other meetings.'

Dell has trade talks in Poland

Edmund Dell, Secretary of State for Trade, visited Poland, the UK's second largest east European trading partner, from 20 to 22 February for talks on trade and economic co-operation. The visit was originally planned for last December, and had to be postponed.

Mr Dell met Jerzy Olszewski, Polish Minister of Foreign Trade, and other Polish Ministers to discuss trade and economic relations. The ministers will review progress in current co-operation projects and examine the prospects for UK/Polish trade in the longer term.

UK exports to Poland in 1977 were worth £200.5 million, and imports, £174.3 million, principal exports machinery, manufactures (in particular iron and steel) and chemicals.

Overseas commercial officers visit UK

Overseas commercial officers from Sofia and Suva will be in the UK shortly, when they will be available for discussion.

M. Corbett, second secretary commercial in Sofia since September 1976 will be available in May 1978, and M. Blake, commercial officer, in Suva since September 1976 will also be available in May 1978.

Commercial officers often have only limited time at their disposal and it is not always possible to fit everyone in. Where it is possible, firms are reminded that the export services and promotions division of the Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU are in close touch with all overseas commercial officers and can very often supply advice, or the information applicants hope to obtain at the interview. Outside London, the regional offices of the Department of Industry, Welsh and Scottish Offices and the Department of Commerce Belfast, can also help.

British firms and organisations who wish to meet the officers are asked to write for an appointment, giving full details of the specific export problem and commodities involved. Firms in Northern Ireland should contact the Export Branch of the Department of Commerce, Belfast; those in Wales the Welsh Office, Cardiff and for Scotland to the Scottish Office, Glasgow. For firms in the eastern region and the London and south eastern region (and any organisation in the other regions who would prefer or be prepared if necessary to meet the officer in London) should write to Tours Section, Department of Trade, 50 Ludgate Hill, London EC4M 7HU. For all other regions firms should contact the appropriate Department of Industry regional office (exports).

Strong British presence at offshore oil exhibition

Britain was the largest national exhibitor at the offshore south-east Asia exhibition in Singapore which closes today. The British Overseas Trade Board supported a joint venture group of 35 companies in association with the Council of British Manufacturers of Petroleum Equipment (CBMPE).

The importance of the exhibition was reinforced by the concurrent conference in which over 30 speakers – five of them British – took part. The British team read papers on 'Oil spill contingency planning', 'Fragmentation of the China plate and development of marginal seas of offshore south east Asia' and 'Loss prevention and insurance interest in offshore operation'.

British items shown included submersible pumps, stainless-steel stockholders, pressure-sealing equipment, communication systems, fire-resistant hydraulic fluids, oil-slick dispersants and welding equipment.

UK exhibitors also promoted expertise in a wide range of services such as complete engineering planning, project management and oil-gas exploration and exploitation. The CBMPE and the Department of Energy had information stands.

Three trade missions totalling 37 members attended. They were backed by the BOTB and sponsored by the CBMPE, the Association of British Offshore Industries and the Dundee and Tayside chamber of commerce. The first international offshore exhibition in the region was held in Singapore in 1976. It was well attended by visitors from public and private sector oil and oil-related organisations, and gave British companies an opportunity to assess market conditions and appoint agents. Organisers decided to stage the event biennially in Singapore.

Transportation exhibition to be staged in Singapore

Extensive British participation is planned for the transportation exhibition, Transpo-Asia '78, to take place from 25 to 29 November 1978 in Singapore.

The international transportation, mainte-

nance and ancillary products exhibition is the first comprehensive transportation show to be held in south-east Asia. It will embrace road, rail, sea and air transport equipment and systems and ancillary services such as maintenance, service workshop equipment and spare parts and communication equipment. The theme of the exhibition will be modernisation in transportation and communication for economic growth in the Association of South East Asia Nations region.

The British Overseas Trade Board are offering its British pavilion scheme as an incentive to companies wishing to participate.

Further information is available from Jack Swinton or Paul Greig, British Overseas Trade Board, Fairs and Promotions Branch, Tower Block, Hillgate House, 26 Old Bailey, London EC4M 7HU, tel. 01-248 5757 ext.7209/7099.

Further information about the exhibition is available from Roy Wilson, Interfama, 117 Brighton Road, South Croydon, London CR2 6EG, tel. 01-681 7688/01-688 9238.

Seminar on Japan organised

'South Yorkshire Sells to Japan' is a seminar sponsored by the Japan Task Force and the South Yorkshire County Council to be held at the Hallam Tower Hotel in Sheffield on 14 March.

The British Overseas Trade Board special adviser on Japan, John Field will give the first talk on Japan as an export market. This will be followed by a talk on the role of Japanese trading companies by Sadao Oba, director of information and research, Mitsui and Co (Europe) Ltd.

Two case studies will be given by exporters with first-hand knowledge of doing business in Japan followed by a brains trust with a panel including the speakers and other British and Japanese business representatives. Professor Geoffrey Bownas, Director of the Centre for Japanese Studies at Sheffield University, who is a member of the Japan trade advisory group will chair the meeting.

There is no participation fee for the seminar, and further details can be obtained from R. Sampson, South Yorkshire County Council County Hall, Barnsley, South Yorkshire S70 2TN, 0226-86141, or Rodney Cummins, Exports to Japan Unit, Hillgate House, 26 Old Bailey, London EC4M 7HU, 01-248 5757 ext. 232.

ECGD guarantees $30m for Poland . . .

The Export Credits Guarantee Department has guaranteed the repayment and funding for a $30 million line of credit which Morgan Grenfell and Co Ltd, acting on its own behalf and for the Bank of Scotland and Moscow Narodny Bank, has made available to Bank Handlowy w Warzawie SA of Poland.

The loan will help finance contracts awarded by C. H. E. Rolimpex of Poland to UK exporters for the supply of UK-produced barley. Exporters will receive 85 per cent of the contract value from the loan; the remaining 15 per cent is payable from the buyers' own resources. To qualify under the terms of the loan a contract must have a minimum value of $250,000 and be placed by 31 August 1978.

Exporters interested in this facility should contact T. M. Anthony of ECGD, tel. 01-606 6699 ext. 7574 or A. Seton or J. Bunner of Morgan Grenfell tel. 01-588 4545.

. . . and $14.9m to Yugoslavia

The Export Credits Guarantee Department has guaranteed the repayment and funding for a $14.9 million loan which Lloyds Bank International Ltd, acting on its own behalf and for Barclays Bank International Ltd, has made available to Privredna Banka Zagreb of Yugoslavia.

The loan will help finance a contract awarded by Ina Commerce, acting on behalf of Ina Rafinerija Nafte of Yugoslavia to Foster Wheeler Ltd of Reading for the design, procurement of materials and equipment and construction of an aromatics plant at Sisak, 40 miles south-east of Zagreb.

The plant will produce chemicals such as benzene, toluene, paraxylene and orthoxylene and is scheduled for commissioning in late 1980.

International trade union seminar plan for employment

Government and trade union officials from Europe and the third world countries are meeting at what is believed to be the first international meeting on job creation to be held at this level in the UK. The seminar takes place at the Administrative Staff College at Henley-on-Thames, and closes tomorrow (25 February).

Among those participating in the conference, will be senior executives from the National Economic Development Office and the Manpower Services Commission, as well as the OECD in Paris and the International Labour Office in Geneva. Trade unionists present include Roy Grantham, general secretary of the white-collar union Apex, Bill Sirs, general secretary of the Iron and Steel Trades Confederation, and Lord Allen, general secretary of the Union of Shop, Distributive and Allied Workers.

In addition, senior trade unionists from West Germany, Sweden, India, Nigeria, Ghana, Zambia and Sri Lanka are present.

For further information contact Peter Bowen, seminar director, 049-166 454 or Derek Conran, external affairs director, at the same number.

British aid for Tarbela Dam . . .

Judith Hart, Minister for Overseas Development, has approved an allocation of up to £10 million to Pakistan for the Tarbela Development Fund as the UK contribution towards the cost of further emergency repairs to the Tabela Dam.

Work on the dam was started in 1968 using funds remaining in the Indus Basin Development Fund. However, in 1975, extensive additional work was found to be necessary and, although the dam is now operational, the World Bank has recently confirmed the need for further major repair work. The World Bank has agreed to help raise the £77.7 million foreign exchange needed to finance the repairs.

A total sum of nearly £500 million has already been spent on this dam, which is the single most important project controlling the irrigation system for Pakistan's agriculture, the dominant sector of its economy both in terms of output and employment.

. . . for Jordan's co-operatives . . .

John Tomlinson, Parliamentary Under-Secretary for Overseas Development has approved the allocation of aid loan funds of £1 million for Jordan to assist the Jordanian Co-operative Organisation. The funds will be on-lent by the Jordanian government to the JCO to enable it to lend money for agricultural purposes to member co-operative societies, so that farmers can obtain seasonal crop credit and buy agricultural materials and equipment from Britain including fertilisers and materials for greenhouses and storage.

Less than 20 per cent of Jordanians work and live in the rural areas but they are generally amonst the poorer people in the country. Agricultural production lags behind consumption due to limited fertile land and rainfall. Jordan's current five-year development plan places a high priority on increasing productivity particularly of a number of crops and agricultural products, including high-value fruits and vegetables. It is expected that British aid for local co-operatives will help to increase agricultural output and the incomes of farmers.

The £1 million loan to the Jordan government will be made at 2 per cent interest and is likely to be spent over the next three years.

. . . and food aid for Pakistan

Britain is to supply 10 000 tonnes of wheat as food aid to Pakistan. Delivery of the grain shipment, worth over £1 million, is likely to take place in April.

The shipment is part of Britain's national contribution to the overall EEC obligation under the Food Aid Convention 1971, and is included in the EEC Cereals Food Aid Programme.

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Scottish giftware firms launch attack on American market

Twenty Scottish companies selling top quality giftware are taking part in a major sales campaign in north America organised by the small business division of the Scottish Development Agency from 22 February to 3 March.

There will be a trade show in a Boston hotel and the following week, 14 of the firms will go on to exhibit at the Toronto spring gift show with products ranging from candles to wrought-iron.

The Toronto show is the prime gift trade exhibition in Canada, so this promotion offers the individual Scottish firms an unrivalled opportunity to establish themselves in a wide variety of department stores and giftware speciality shops, and to gain a deep penetration of the Canadian market.

Revised hints to business men published

A revised edition of the booklet on Turkey has been published in the *Hints to business men* series. British business men who intend visiting this country on export business can obtain copies of the booklet from Export Services and Promotions Division, Department of Trade, Room D 05, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 exts. 7145/6, or any regional office of the Department of Industry.

Advertisements are accepted for all booklets in the series which covers over 100 countries. Inquiries about advertising should be addressed to Cheiron Press Ltd, 8/10 Parkway, London NW1 7AD, tel. 01-267 1285.

BOTB support at Bucharest

The British Overseas Trade Board will again be organising a British pavilion at the Bucharest international trade fair (February 1978), from 5 to 14 October 1978 (see *Trade and Industry*, 10 February.

In order to allow as many companies as possible to participate, the cut-off date has been postponed to 15 March 1978. Inquiries should be addressed to Howard Giles, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU, tel. 01-248 5757 ext. 7213.

Birmingham chamber organise Australian evening

There will be an Australian evening organised by the Birmingham Chamber of Industry and Commerce's Australia, New Zealand and southern Africa section, at the chamber on 22 February.

For the past 11 years, the chamber has sent a trade mission each year to Australia – a party of 22 businessmen leave the UK on 13 March – and the evening will provide an opportunity for those who know the country well to renew contacts with old friends and for those who have not visited Australia, there will be the chance to chat informally with those who know the market well.

There will also be a short address by Sir Gordon Freeth, the Australian high commissioner.

Further information from Graham Ashmore, tel. 021-454 6171, ext. 203 or Lindsay Ward-Jones, tel. 021-454 6171 ext. 267.

London chamber offers language courses

Arabic, German, French and Spanish language courses are being offered by the London Chamber of Commerce and Industry.

Further details and application forms can be obtained from Barbara Hallamore, 01-248 4444 ext. 34.

Trade mission to Iran organised

Cardiff Chamber of Commerce and Industry has approval in principle from the British Overseas Trade Board for a trade mission of 15 members to visit Iran from 4 to 16 November 1978.

Information and application forms can be obtained from R. C. Smale at the chamber, tel. 0222 21648, telex 497492.

ECGD cover for overseas fairs

As a supplement to the ordinary insurance policy exporters have with Export Credits Guarantee Department (ECGD), cover is available for goods exhibited at fairs overseas against the rather special risks involved.

The standard cover includes sales at overseas fairs
Sales made at overseas fairs are covered under the standard ECGD policy against eventualities of loss, such as the insolvency of the buyer or his default, or exchange difficulties preventing transfer of payment from the buyer's country.

Special cover
Under a special policy supplementary to an exporter's main policy, ECGD can cover also the risks of loss arising while the goods are being exhibited or are on their way to be exhibited.

The risks covered are loss caused by destruction or damage resulting from war (including 'civil war, hostilities, rebellion and insurrection') occurring in the country where the goods are being exhibited or in a country through which the goods are travelling on their way to be exhibited,
or war between any of the countries involved,
or the requisition or confiscation of the goods in these countries,
or any measure or decision in the country where the goods are exhibited which prevents their re-export to the UK.

For more information about this special cover, get in touch with the nearest regional office of ECGD.

ECGD's head office is at Aldermanbury House, Aldermanbury, London EC2. There are regional offices in:

Central London 01-437 2292 **North London** 01-808 4570 **South London** 01-686 9921 **Belfast** Belfast 31743 **Birmingham** 021-233 1771 **Bristol** Bristol 299971 **Cambridge** Cambridge 68801 **Glasgow** 041-332 8707 **Leeds** Leeds 450631 **Manchester** 061-228 3621

JAPAN

DISSATISFIED WITH THE LIMITED RESULTS ACHIEVED THROUGH AGENTS AND DISTRIBUTORS?

EXCELLENT OPPORTUNITIES await enterprising British manufacturers in the form of joint venture operations, wholly owned subsidiaries, branch sales operations and technological licence agreements in Japan. But in order to ensure that the best possible advantage is taken of such opportunities, it is absolutely essential to appoint a local representative possessing the necessary expertise and connections to act on your behalf. As Advisers and Consultants with years of experience of partner hunting and negotiations with Japanese manufacturers in the above sectors, we are pleased to offer our specialised services, which also include market research.

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RAYDEN (JAPAN) LTD, Shokin Building, 11-12, 8-chome, Ginza, Chuo-ku, Tokyo, Japan. Tel: 571-8023/5. Telex: J26847 (Raydenco). Cables: Raydenco, TOKYO

Birmingham chamber to visit GDR

Birmingham Chamber of Industry and Commerce are organising a trade mission to the German Democratic Republic in July.

Although the Republic's pace of development has been rapid, its level of trade with the industrial west in general and Britain in particular is not as high as might be expected. Trading interest centres on a variety of capital goods and industrial equipment in accordance with the current five-year economic plan for the country covering 1976-80.

Recruitment is now taking place for this mission which leaves the UK on 17 July. Mission members will be able to take advantage of the services provided by the British embassy in East Berlin and the local chamber of commerce, Kammer fur Ausenhandel, with which the Birmingham chamber has a co-operation agreement, signed in 1973.

Further information is available from Michael Poutney, tel. 021-454 6171 ext. 207 or Lindsay Ward-Jones, tel. 021-454 6171 ext. 267.

Britain to build new space links

New standard B satellite earth stations, similar to this one in the Seychelles, will be installed by Britain's Cable and Wireless Ltd in Belize, Bermuda, The Gambia and Tonga, during 1978. The new stations, costing nearly £1 million each, will be equipped with small dish aerials 9 m in diameter and designed to operate via the world chain of Intelsat communication satellites. Previously small dish stations were allowed to link up only with one or two specific stations. Their new flexibility, and lower capital cost compared with standard A stations, offer distinct advantages.

Middle East and north Africa agriculture forum planned

Trade related aspects of agriculture in the Middle East and north Africa will be the subject of a half day business forum organised by the London Chamber of Commerce and Industry.

This subject will be described by a panel of experts and businessmen active in the area, under the chairmanship of John Thorneloe, chief executive, British Agricultural Export Council.

The forum will be held on 19 April at 10 am and will be followed by drinks and a buffet luncheon. Further information is available from Miranda Preston at the chamber, tel. 01-248 4444 ext. 39.

Dutch businessmen to visit Scotland

Glasgow, Edinburgh, Dundee and Aberdeen will be visited by 15 to 20 Dutch businessmen as part of a series of industrial visits arranged by the Scottish advisory committee of the Netherlands-British Chamber of Commerce from 15 to 19 May.

The chamber's Scottish advisory committee was set up in early 1977 with the aim of developing stronger trading links between Scotland and the Netherlands and the industrial visits are part of an ongoing programme.

Businessmen will arrive in the cities, receive a full briefing on trade and industry there, spend the rest of the day on appointments individually made for each participant and meet again for a de-briefing.

Consolidated list of goods subject to security export control: amendment 2

The attention of manufacturers and exporters is drawn to the following amendment to the schedule of goods which appeared in *Trade and Industry*, 30 April 1976. Amendment 1 appeared in *Trade and Industry*, 5 November 1976. Reprints of the schedule and amendment 1 are available from CRE4/1d, Department of Trade, Room 102, Dean Bradley House, 52 Horseferry Road, London, SW1P 2AG, tel. 01-212 6670/6792.

Industrial list

1091 (a)(iii) *for* programme *read* programmable.

1353 In italics *for* cells *read* cable.

1522 *add* the following to 1522(ii)
(k) Electronic daylight scanning equipment with auxiliary electronic screening unit specially designed for printing processes.

1529 in heading *for* testing and time interval equipment *read* testing and/or time interval measuring equipment.

1531 (b)(2) amend as follows
Having a phase noise to signal ratio better than –60dB or an AM noise to signal ratio better than –70dB referred to the 30kHz band centered on the carrier, excluding the 1 Hz band centered on the carrier.

1541 (b) *for* miswatch *read* mismatch.

1547 In italics *for* transistors *read* thyristors.

1564 II(c)(2)(ii) (5)(d) *for* slow *read* slew.

1565 (e)(4) *for* sorted *read* stored.

1568 (f)(2) to read . . . 50,000 radians per second per second or greater.

1572 (b) *for* (see also sub-item IL1521 (e)) *read* (see also item 1522).

1584 replace italics at end of item with:
Oscilloscopes (including main frame/amplifier systems) and probes therefore, covered only by sub-item (a)(1) above, provided that:
(a) the bandwidth of portable monolithic (self contained) oscilloscopes is not in excess of 100MHz;
(b) the oscilloscope or system bandwidth of other oscilloscopes is not in excess of 180 MHz;
(c) in the case of systems, the characteristics of individual plug-ins or mainframe are not in excess of what is required for the overall system performance.

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

1665: Textiles – certain interim quotas exhausted

Further to notice to importers 1649, *Trade and Industry*, 6 January 1978, Import Licensing Branch has now issued import licences up to the limits authorised under the transitional measures, for the following goods from Mexico.

Category	Tariff heading	Description of goods
1	55.05	Cotton yarn, not put up for retail sale

No further import licences will be issued for this commodity from Mexico, until such time as the Mexican authorities take over administration of their quotas.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 367.

ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL. (Tel. 01-606 6699). ECGD has 10 local offices in various parts of the United Kingdom, and these are listed from time to time in *Trade and Industry*.

Into Denmark: the friendly market

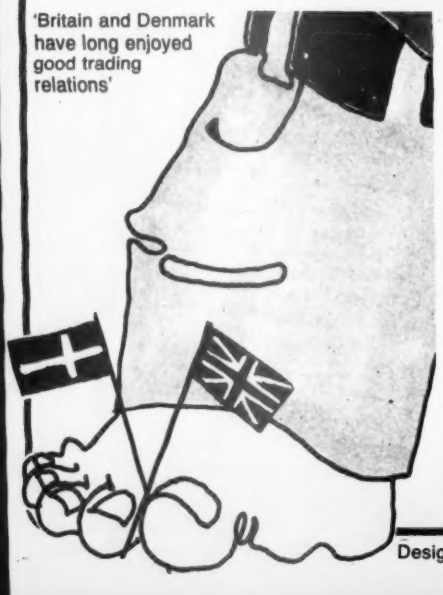
Trade and Industry special report

Try Denmark

Anne Warburton, British ambassador to Denmark, talks to Alan Williams about Anglo-Danish trade

Britain is Denmark's third largest supplier and one of her largest customers, so why the need for a greater export effort?
We are, certainly, Denmark's third largest supplier. But up to 10 years ago we were second in this market. We have now been overtaken by Sweden, the Federal Republic having the largest share. This country of just over 5 million people is Britain's 12th largest customer and per capita imports from Britain last year may have reached the very satisfactory rate of about £150 per Dane. But our market share has fallen since 1959, when we had 16.5 per cent of Danish imports. This decline has accelerated in the last five years, and in 1976 only just over 10 per cent of Danish imports came from Britain. There should now be good opportunities to reverse this trend in the friendly, although competitive, Danish market.

But with the Danish government aiming to reduce consumption with its recent package of economic measures, is now the appropriate moment for a special effort?
Danish consumption has, in fact, been relatively stable. With inflation comfortably below our own over the past three years and with a year to run on the current wage agreement, Danes enjoy about the highest per capita incomes in Europe, if not in the world. Taxes are high, too, as is welfare provision. It is, however, a high-cost economy; unemployment is at about the same level as in Britain, and Denmark has been running a heavy balance of payments deficit, with the final 1977 figures probably around DK 9 or 10 billion. This made it necessary to agree new measures in August 1977 to restrain demand. Denmark expects a slight drop in real output in 1978 and the authorities hope the balance of payments deficit will begin to fall, perhaps by DK 2 billion this year as a start. Meanwhile, Denmark has remained very creditworthy and has had no problem in financing the overseas deficit. At the same time, Denmark actively seeks new export outlets; here, too, there may be opportunities for British exporters who can fit in with the Danes' own export activities. On the consumption side, we enjoy certain advantages of consumer preferences which mean there is still plenty of scope in the Danish market for the enterprising British exporter, provided he can compete on quality and design, delivery, price and, where appropriate, service.



'Britain and Denmark have long enjoyed good trading relations'

For some years now Britain's share of the Danish market has been declining. What do you see as the underlying reason for this trend?
First, let me emphasise that what has been happening is a loss of market share, not a fall in absolute export quantities and values. That said, it is true that both West German and Swedish exporters have lately been rather more successful in the Danish market than we have. They both enjoy the advantage of closer proximity to the market, with direct road or rapid ferry connections. But, particularly since the difficulties following the oil crisis, I am afraid it is a fact that the general image of British exporters has suffered a decline in Denmark in comparison with our main competitors. This has been particularly true as regards our reputation for deliveries and attentiveness to customers, although there are of course the good stories about deliveries as well as the bad. I was happy to see one large piece of British machinery here which had arrived early while, well after the delivery date, the owners still awaited from another country the equipment needed to make full use of it.

Denmark is a fragmented country of over 400 islands, many with no physical links to the capital. Does this not make it a rather difficult market to penetrate?
Not really. Less than 100 of the islands are inhabited, and the majority of the main islands are linked by bridges. Communications between the three main centres of Zealand, Jutland and Funen are excellent, as indeed they are between the west coast of Jutland and the east coast of Britain. If the Great Belt Bridge project between Funen and Zealand comes off – itself offering important export possibilities – it is generally expected that the next step would be another bridge providing continuous land communication from the North Sea to Sweden. I would say that the market in Denmark is no more difficult to penetrate than that of any other advanced industrial country, while our long standing tradition of trade and friendship, and similarity of outlook, give us considerable advantages. Incidentally, the Danes, with one of the highest standards of living in the world, very much like the leisure activities which the islands and coastline provide – once again, more scope for British exporters!

Britain and Denmark have long enjoyed good trading relations, with a high level of bilateral trade. Is European community membership likely to affect this relationship in any measurable way?
Until 1977, Britain for many years ran a visible trade deficit with Denmark; the figures for the first 11 months of 1977 suggest that last year the account may have been balanced, or even in surplus. This is a real and welcome turn around, when the average deficit 1972-75 was as high as £150 million, and it is due to British exports to Denmark rising more strongly than our imports from here. In addition, our invisible earnings have been thriving, not least from tourism; statistically, about one in five Danes visits Britain each year.
Britain and Denmark were, of course, both members of Efta before we entered the community together five years ago, so we already enjoyed close trade relations. However, the experience is that, following entry, trade in specialised, highly developed goods has increased and moves within the community to harmonise standards are also helping.
Denmark is now an industrial country and I think that this pattern can be expected to continue here too. Denmark has, of course, itself to seek a healthy external balance. I think the important thing for both of us, as major trading nations, is that we should maintain a high and rising level of trade both ways, to our mutual advantage.

Denmark imports virtually all its raw materials, including over 90 per cent of its energy requirements, and petroleum and plastics are major growth areas in our export trade. Is this trend likely to continue and accelerate or do you expect the development of Greenland to reverse this picture?
Denmark is indeed short of raw materials, and not least as regards energy. It is true also that Britain is the major provider of refined oil products to this market, though you do not at present supply very much coal. Denmark's bright hope in terms of energy lies westward, in the North Sea. The extent of the possibilities are not yet known but there are prospects of both oil and natural gas. There is a good deal of discussion at present about the possibility that by the mid-1980s Denmark might be able to meet half its own oil requirements. As to gas, unlike Britain, Denmark does not have any existing infrastructure for gas transmission. But when all the prospects are fully established and the report of the Danish Underground Consortium is published later this year, it will be rather easier to assess the implications for the future.
As for Greenland, it is still very early. Exploration and test drilling have not got very far and there are a good many problems of a physical kind to be overcome even if economically exploitable reserves are found.

Danish agriculture is noted for its high level of efficiency and its dependence on export markets. Is community membership making it the grocer to Europe, as some have predicted?
It is hard to see how Denmark could in fact become grocer to Europe when they only have 3 per cent of the total agricultural land in the community! But it is true that, if not so statistically, then at least in spirit the Danes are among the leading agricultural exporters.

Designed by Bob Priestley, drawn by Lawrence Littleton Evans

Two-thirds of their total agricultural production is exported; about two-thirds of that goes to fellow member states and Britain takes the lion's share. Despite early optimism, for a variety of complex reasons agriculture in Denmark has in fact declined since entry into the community, and this has been made worse in recent years because Britain has consumed rather less bacon and butter. But efforts are being made to stimulate the Danish agricultural industry into yet greater production and to find new markets, although the high internal taxation, interest rates and production costs mean there is no simple panacea. It must be remembered that within the last generation Denmark has changed from a predominantly agricultural to a predominantly industrial country, and industrial output now accounts for about two-thirds of the country's total production.

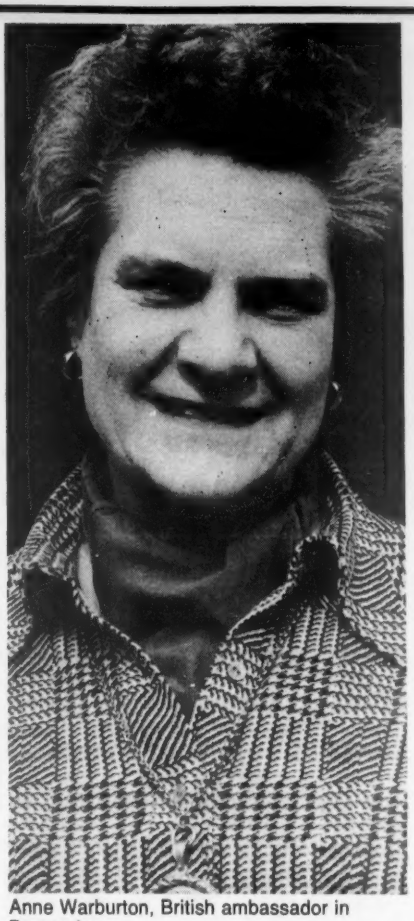
Danish industry is, in general, well organised and entrepreneurial but the units tend to be small by British standards. Does this reflect an antipathy towards larger organisations?

That's very pertinent. It really is a special feature of the Danish industrial scene that the scale of unit is small – I believe something like 7000 firms employ fewer than 50 people, while only one-seventh of the workforce are employed by firms with more than 1000 employees. This partly reflects the fact that Denmark is itself small, with a total population of only 5 million people and few large towns. It also reflects the way Danish industry has grown up rapidly and rather recently and its need, lacking raw materials or cheap energy, to concentrate on high quality, high technology products. The Danes in general, both management and shop floor, prefer the flexibility of small enterprises and the success of their products and management bears them out. Although Denmark has had a socialist government for most of the post-war period, there is strong feeling here against nationalisation of industry, which again has helped to keep the average size of units fairly small.

Are you happy that in general British firms are sufficiently well represented in Denmark compared with their competitors?

I found it a bit surprising at first that so many British exporters here are represented by Danish agents – this is more usual than having direct outlets. The standards of Danish agents are high and some of them have had very long links with the firms they represent. So the answer to your question is 'Yes, I do think that British firms are well represented in Denmark by their agents and subsidiaries'. Incidentally, the fact that some agents carry non-competing lines from producers in other countries often helps to provide a better service overall.

That said, I must nevertheless emphasise that there is no substitute for direct, personal contact between exporters in Britain and their agents or customers here. Particularly in Jutland, I hear unfavourable comparisons made between German salesmen pounding up the highway to visit firms frequently and our own, who are never seen. The more we can improve direct contact the better. One way is



Anne Warburton, British ambassador in Denmark

to make full use of the wide range of trade fairs held here in Copenhagen, which are aimed, of course, not only at the Danish market but at those of north Germany and Scandinavia.

And are British companies making full use of your commercial services here in the embassy?

I am very glad to say that we are receiving an increasing number of market inquiries from and on behalf of British companies, as well as a stream of visitors. British firms are making very full use of our services, as are Danish firms keen to buy in Britain or to represent a British firm. Our commercial officers are extremely busy, and that we think is very good. We always welcome inquiries, and regular contact with established exporters can be mutually beneficial too. The commercial services of the embassy are very much here to be used.

What do you see as the major growth area for Anglo-Danish trade?

Denmark imports such a wide range of goods and products that it is hard to fasten on any one sector as holding great promise of rapid growth. Similarly, British exports here already cover a very wide range. Pointers as to where to look might include areas where Danish output is likely to expand because they are finding export markets; areas where the very high wage costs in Denmark – which now has the highest minimum wage level in the world – affect production costs significantly; and areas where we can supply competitively because our scale of output is much larger, or because we can produce heavy equipment from our own raw materials.

To be a bit more precise, for the present I would look especially to the engineering sector, machinery, transport and components and to intermediate goods for industry. There may also still be scope in consumer durables for homes. Often, too, there is room for co-operation in contracts in third countries, whether in joint ventures or as complementary suppliers or sub-contractors, for example in turnkey projects.

Denmark is a relatively small but nevertheless prosperous country in the European market. Is it a good starter for the small firm entering the export field for the first time?

As I have said, we export a very wide range of products to Denmark; there is a great deal of goodwill around for Britain and we have the great advantage that the vast majority of Danish business people know English and are used to conducting their business correspondence in our language. The Danish market, whether in consumer goods or in engineering and other products, lays stress on innovation, quality and design. So the small to medium sized firm with a new and quality product would be well advised, I would say, to consider the Danish market, to look into its possibilities and to use the services of a Danish agent. In fact it could be said that Denmark is a good test market for the exporter who has an eye to later expansion, both inside the community and in other Scandinavian countries.

With the recent improvement in sterling, are British prices still competitive with those of our major rival?

We certainly did enjoy a price advantage in 1976-77 which helped us in a world competitive situation. Perhaps we did not use this to the extent one might have expected to expand our market share and towards the latter part of 1977 one was already beginning to hear that our products were not sufficiently price competitive. Still, so far there has been little hard evidence of anxiety about price competitiveness from agents and importers, although exporters are clearly going to need to watch rather carefully.

What of the alleged unreliability of British suppliers. Does this remain a problem?

As I said earlier, bad experiences take a lot of living down. The number of complaints we receive at the embassy on this score has fallen. But I would like to underline again that delivery performance and customer communications are all important in the Danish market. It is particularly important that we should watch this carefully as we ourselves return to full capacity production. I really would not like to forecast the long term effect if Danish customers again find themselves squeezed off our export priority lists.

Finally, ambassador, if you had to encapsulate your advice to British exporters in a single sentence, what would it be?

For good market opportunities and friendly business co-operation, try Denmark!

Better British

If you can combine good, innovatory design and product reliability with impeccable delivery, you are assured of a market in Denmark, for the Danes remain essentially pro-British in their buying habits. Alan Williams reports from Copenhagen

'Imagine a country twice the size of Wales but almost as flat as East Anglia, with a population only a tenth that of Britain but enjoying an almost American standard of living. Add to it an advanced agricultural and industrial base heavily dependent on exports to offset imported energy, and you have a picture of Denmark. Thus my host, a Danish businessman, introduced his country. It is, of course, over-simplified, but nevertheless the description encapsulates the main factors governing Anglo-Danish trade – a discerning market looking for quality rather than quantity, needing to export as well as import, very conscious of the need to conserve energy, and sufficently pro-British to be both able and prepared to think British.

A 'Made in Britain' label is an important selling point in Denmark; Jorgen Hedegaard, managing director of Wessel & Vett, owners of the Magasin du Nord department stores in Copenhagen, Aarhus and Odense, is keen to buy British if he can, and recently ran a major 'Good, Better, British' promotion in his stores. British goods top the league of imported goods retailed by Magasin, accounting for about 8 per cent of total turnover. As one might expect in such a market, quality goods enjoy the most success, with the Burberry, Jaeger, Liberty and Sanderson trademarks all predominant in the stores. Women, it appears, are more prepared to buy British than men – probably because they are less conscious of Britain's far too widely publicised industrial problems – and in general fashion and quality tend to come before price. Like other west Europeans, Danes demand a wide range of choice – Magasin stocks over 250 000 lines – and Hedegaard is concerned at the trend towards limited range, high volume production in Britain. He praises British industrial design – Freidland and Kenwood sell well – but claims that there is too little innovation, leading to eventual saturation and decline in demand. Quality control on branded goods 'is near perfect' says Hedegaard, but on other goods can be awful, especially if originally produced for the mass British home market. 'The demand for British goods in Denmark is strong', he says, 'but new products of good quality are simply not coming along, and the Danes are really not interested in goods produced for chain-store operations'.

Lack of innovation in British products is a problem echoed by Ole Lippmann, owner and managing director of Simonsen & Weel's Eftf A/S, Denmark's major distributor of hospital equipment. 'British creativity and design is good, but the follow up is bad; the entrepreneurial spirit seems to have gone.' Recently awarded the MBE, Lippmann is a convinced anglophile, and both he and his company enjoy a good reputation in both Danish and British business circles. British equipment dominates the company's imports, and a subsidiary has recently been established in Sidcup. S&W are in many ways typical of the many similar Danish companies which were built up after the last war, based on the growth of industrial electronics and concentrating on high value, small volume products. Because the cost of labour and finance is high in Denmark, Lippmann, like many of his colleagues, is prepared to look overseas for his suppliers and sub-contractors. 'I am afraid,' he says sadly, 'that American quality control is usually better than the British.' The recent explosion in technology, it appears, has brought a rush of inadequately tested new products on to the hospital equipment market, and in this sense British products are more reliable. 'But,' says Lippmann, 'British design is still too conservative, with too much emphasis on durability, with the result that the equipment is reliable but looks clumsier and heavier, and is obsolete long before it begins to wear out.' Lippmann is full of praise for the 'enormous improvement' in British performance in export markets over the past year, and like most Danes admires the way inflation has been brought under control. But he remains unconvinced of British management's ability to maintain deliveries, and feels the necessity to keep buffer stocks of British-produced items against the possibility of industrial disputes. Perhaps surprisingly, he places much of the blame for poor performance in past years at the door of British management; he points out that Danish manufacturing units are smaller than their British counterparts, and that management staff account for a smaller proportion of the total. Like many of his colleagues in Denmark, he is convinced that British managers pay too much attention to the stock exchange and the whims of their shareholders, and not nearly enough on innovation and future planning. This view and the opinion that, even allowing for the difference in cost of living, British managers are vastly underpaid and therefore lack proper incentive, was confirmed by Melvyn Balloch, British manager of Standard Chartered Bank's branch in Copenhagen. 'The average Danish businessman,' says Balloch, 'sees his British opposite number as lacking both the incentive to take initiatives and the authority to carry them out.'

Denmark is a flat country, so you don't have to look very far before you find someone riding a bicycle. And when you do, the chances are that it will be a British bicycle, for over a quarter of the 200 000 bikes sold in Denmark each year carry the Raleigh trademark. Main agents are Vilhelm Nellemann A/S in Aarhus, where they have a factory assembling parts shipped direct from Raleigh's Nottingham factory. Managing director Peter Sørensen is proud of Nellemann's long association with Raleigh – they have held the agency since 1901 – and shares the seemingly universal 'small is best' management philosophy of his colleagues. In one of the most competitive markets in Europe for bikes – even Chinese-made machines are now on sale – Sørensen is prepared to spend heavily on advertising, but watches all other costs very carefully. Like many people I spoke to in Denmark, he knows Britain well and thinks many of the criticisms of Britain heard in Europe unfounded or exaggerated, although he, too, admits to keeping a stockpile of parts to keep his staff busy in the event of a dispute in Britain. For an organisation with a firm investment in road transport – Nellemann also market mopeds and motorcycles – Sørensen has devised an

British Leyland's agent in Denmark seized the initiative by introducing a three-year guarantee.

unusual marketing ploy; each year, he puts his range of 150 models aboard an exhibition train and shunts it around 30 provincial centres in Denmark so that every one of his dealers can see them without travelling too far from home.

Much of the bad press British products receive overseas stems from the poor industrial relations image and reputation for bad deliveries of the British car industry. This is particularly so in Denmark, not only because customers have had to wait for their cars but also because many Danes keep themselves well informed on the British industrial scene. Agent for British Leyland cars and trucks in Denmark is DOMI, in which British Leyland has a 25 per cent holding. DOMI, who are regarded as one of BL's best overseas distributors, seized the initiative two years ago by introducing a comprehensive three year guarantee which surpasses that offered by all competitors. Managing director Vagn Andersen regularly shows visitors the impressive pre-delivery plant at Varde, where all incoming BL cars are subjected to an 85-operation pre-delivery check, besides receiving additional underbody antirust and sealing to face the rigours of Danish winter roads. The stakes are high in Denmark for all new cars are subject to 18 per cent VAT plus no less than 180 per cent registration tax. Even the basic Mini – marketed in Denmark as the Mascot – costs the buyer well in excess of £3,000. Faced with such high initial costs, it is hardly surprising that the average life of a car in Denmark is as high as 14 years.

Andersen, who has had his problems in keeping the Danish market supplied, is concerned that orders lost now through failure to deliver will be lost for a generation and poor delivery rather than subsequent performance has been the big problem for BL in Denmark up to 1977. With their pre-delivery inspections and three year guarantee second to none, DOMI have virtually laid the ghost of unreliability. Vagn Andersen is understandably disappointed, rather than critical, of BL's inability to get new models into overseas markets more quickly: the new Rover 3500, voted European car of the year in 1977, is still not freely available in Denmark, despite considerable interest. However, DOMI's story is a success story. Thanks to their drive and energy, British Leyland did the hat trick, coming top in market share for the three successive years 1974-76. In 1977, DOMI slipped to second place in the suppliers' league, as did BL in the UK domestic market, identical problems having surfaced in both countries. Nevertheless, the record shows what can be done and latest news is that the flow of vehicles to Denmark has greatly improved. But it has not been easy.

The problem areas of British industry, it seems, have a totally unwarranted adverse effect on the reputation of the many British manufacturers and suppliers who perform well in overseas markets. Lars Grundtvig of Knud Grundtvig A/S, one of Denmark's leading distributors of weighing machinery, is full of praise for British Avery, which they have represented for many years. 'Many firms, British, German or Danish, would do well to copy Avery,' declares Grundtvig. 'Avery visit us often, and will send an engineer at the slightest sign of trouble.' As a result, Grundtvig clearly have considerable faith in the Avery product, which they see as both more reliable and robust than the German and Japanese competition, and are expanding into both Norway and Sweden. International Computers, too, tend to suffer from the backwash of domestic industrial relations problems, and ICL Danmark A/S therefore sells as a European rather than a British alternative to market leaders IBM. In addition to high technical specification. ICL enjoys a reputation for having some of the best-looking equipment in the world, and customer loyalty is very good. But Johannes Frederikssen, head of ICL's operations in Scandinavia, says that in such a competitive market – no matter what other advantages you offer – promised delivery dates must be kept. This is not always an easy task when, as ICL does, you rely on so many plants and sub-contractors.

Despite the many specific complaints, there is little doubt that the Danes still prefer to buy British. Now assailed with their own balance of payments and unemployment problems, the Danes have a deep respect for Britain's new found ability to control inflation and envy our lower labour costs. Latest figures for British exports to Denmark reveal a steady improvement, with an increase in value terms of more than 25 per cent over 1976. The most significant increase by value has been in petrol and petroleum products, but there have been equally important gains in such areas as electrical and other machinery, chemicals, pharmaceuticals and clothing.

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Six who went in – successfully

Lithe litho

Baker Perkins Ltd of Peterborough was recently able to secure an order for the supply of its largest and most advanced printing press to a major publishing house in Copenhagen. Worth some £1.1 million with ancillary equipment, the machinery incorporates the latest technological innovations applied to four colour offset printing. Apart from its sheer value, the order is significant because it represents the first machine of this size to be sold by Baker Perkins to the European printing industry, against particularly fierce competition. A breakthrough of this magnitude by a British printing equipment supplier must be seen as an inducement to attract future customers to the land of Caxton, rather than to traditional suppliers from the birthplace of Gutenberg.

Telecontrol tale

The Automation and Controls Division of Westinghouse Brake and Signal Co Ltd at Chippenham, Wiltshire, together with its local representative Scan Automatic ApS in Copenhagen, has been awarded the contract to provide a telecontrol and data acquisition system for the power distribution company Sydvestjyllands Andels El-Forsyning (SAEF) of Sig, Jutland. The contract, which was won in the face of hard competition from other international manufacturers, is worth a total of some £140,000.

Utilising micro processor-based control centre equipment, the system will remotely control 30 transformer stations in the SAEF power distribution network using Westronic telecontrol outstations. The Micro-Wesdac system was chosen on technical as well as on economic grounds and the incorporation of the latest technology, giving extreme flexibility and ease of maintenance was an important factor.

This initial success leaves Westinghouse poised for further sales successes in Denmark; the company and its Danish agent are negotiating with four other power distribution companies to whom they have submitted tenders.

Air of success

Despite a fierce battle with foreign competitors, and detailed negotiations with highly demanding local authorities, Air Products Ltd, specialist in gases and gas plant, was recently awarded the contract for an oxygen plant whose production will be used to help to purify the bulk of Greater Copenhagen's waste water. Almost the entire plant is being prefabricated in Britain before being shipped, piece by piece to Denmark and erected on site by an Air Products team.

Now being built by the Copenhagen municipality on specially reclaimed land, the actual waste water treatment plant will be the largest of its kind in northern Europe. For Air Products Ltd it will be the first time it has ever designed an oxygen factory for this particular application – an export success worth over £2.5 million calculated to provide a springboard to sales in other Scandinavian markets.

Sparking sales

Through its naval contacts with the British Ministry of Defence, Aish and Co of Poole, Dorset, learned of a Danish shipbuilding project at the same time as it had decided to expand its export sales.

Several hard-selling visits to Denmark followed, together with an inspection of the company's Poole factory by Danish naval specialists, before the deal was finalised. Then followed a race against time to keep inside the contract date.

Right on schedule, the first of three sets of sophisticated and highly specialised maritime control consoles has just been delivered to the Royal Danish Navy.

Delivery included a complete suite of machinery control consoles and an officer of the watch communications console for a new corvette being built for the Royal Danish Navy at Aalborg shipyard in north Jutland.

Included in the contract are two further sets of consoles for two other corvettes being built at the Aalborg yard. They are due for delivery in 1978 and 1979.

Produced at the firm's Overhill Works at Holton Heath, near Wareham, Dorset, the consoles were designed after many months of experimental work, including the construction of a full-size wooden mock up to evaluate electrical equipment packaging requirements, space and lay-out and ergonomic considerations and operational efficiency.

'It was a very tight schedule and we achieved it only through team work and co-operation from every member of the staff involved,' said Kenneth Oxford, director and joint general manager of the company. 'I would like to pay special tribute to their efforts. It shows that, despite all the adverse publicity, British industry can deliver on time.'

Firm contact with the Royal Danish Navy and the Aalborg shipyard has now been established on a continuing basis. An order has been received for the first of the bridge consoles for the same corvette together with a miscellaneous starter panel, a gas turbine local start panel and a gas turbine starter.

Aish and Co is a member of the Horstmann Gear group of companies of Bath, a major supplier of switchboards, control consoles and other electrical equipment to the British Royal Navy.

Home made

Carrying coals to Newcastle, or perhaps bearding the lion in his den, has proved to be a successful venture for an intrepid Dane by the name of Jørgen Munter who recognised the potential in importing prefabricated system-built houses from Britain and selling them in Denmark, a country widely acknowledged as a pioneer in the design of standard houses.

In the short time that has elapsed since the idea was conceived, and with ample support from Anvil Enterprises Ltd, the manufacturer, and Scandinavian Homes Ltd, the exporter, Jørgen Munter and his firm Isodan have sold no fewer than 24 houses in this small country at a cost of between £23,000 and £30,000 each. Eight more are currently being erected and by the end of 1979 orders are expected to have increased fivefold.

Although the favourable exchange rate has played some part in this noteworthy achievement, major thanks are due here to British quality, delivery performance and a goodly measure of Anglo-Danish initiative and bold enterprise.

Systems success

Decca Radar has won contracts worth approximately £2 million for the supply of electronic warfare systems to the Royal Danish Navy.

The contract was awarded after intense international competition and involves the supply of electronic warfare equipment for new RDN corvettes whose armament includes Sea Sparrow and Harpoon missile systems.

The new corvette programme involves the construction in Denmark of three ships of particularly sophisticated and compact design, the design parameters and operational requirements of which impose stringent demands on the ships' sensors. The Decca system was selected as the most cost-effective solution able to satisfy the requirements in all respects.

One of a new generation of advanced, fully automatic electronic warfare equipments, the system selected comprises highly sensitive receivers and real time computer processing, enabling immediate threat recognition for use by the ship's weapon control system.

The contract includes options for the fitting of similar equipment to the Danish Navy's frigates and fast patrol boats.

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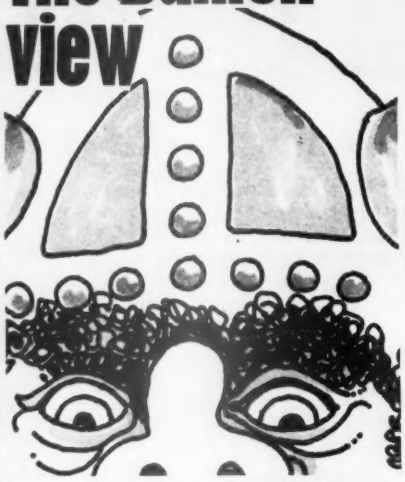
The Danish view



Alan Williams talks to Steen Langebaek, chairman of the British Import Union and managing director of the Sophus Berendsen group

How do the Danes see Britain today?
I think the general picture is definitely much better than it was, say, a year ago. The pound has vastly improved its standing against other European currencies, and I think we in Denmark have to admire the way Britain has dealt with its problems over this last year, especially the constraints which the various labour organisations have accepted.

How do you see our problems in relation to those of, say, Sweden?
That is rather difficult because, of course, the problems are of a very varied nature. The Swedish problem is basically a financial/social problem which has been building up for some years leading to an economy which has been very vulnerable to competition, both because costs are high, and because they happen to have some very vulnerable industries, such as steel, shipbuilding and paper. If you compare Denmark with Sweden, our one great advantage is that we have not got the very large industries. We are a fairly new industrial country, whereas Sweden, as an established industrial country, has got these large industries employing tens of thousands of people. We don't have industry on that scale so, happily, when things go astray, the problems are smaller.

The small size of firms, compared to their British or German counterparts, is one of the first things that strikes the visitor to Denmark. Is this deliberate or is it simply because the industries are newer and have not yet grown in size?
Mainly, it is because we were until fairly recently an agricultural country, and as we have no raw materials, we have to live on our skill and know-how. We rely on quality and value. And, to be honest, I think that many of the individuals who have used their know-how to build up companies over the past few decades simply prefer the more intimate, smaller company. A further consideration is that Denmark, being a small country, offers only a small home market.

It seems to me that vacillations on the stock exchange here in Denmark do not have nearly as much effect on business life as they do in Britain and that therefore senior management in Danish companies enjoys very much more freedom to base its decisions on business rather than financial considerations. Is this in fact so, and does it lead to more efficient, decisive management?
It must be a good thing, because the stock exchange should not run the business. But I am bound to say that when one looks at the profits of British companies compared with those of Danish companies, one is always surprised to see the size of profits in many parts of British industry.

But could this not be perhaps at the expense of investment? Much recent criticism of Britain has centred around the desire for short term profits at the expense of reinvestment?
In my experience British managers are rightly very profit-conscious, and maybe this desire for profitability has led to underinvestment. I don't know whether it is in fact due to this desire to make a profit but it is certainly true that British industry is underinvested compared to its German and Danish counterparts, and it will take a long time before they catch up. In Britain, of course, inflation has had a great impact on development and investment, and I think that maybe when inflation accounting is really accepted one will get a much better picture of what is really going on in British industry.

Although a member of your group, Rentokil is seen in Britain as a British company. Are you quite happy about that?
Well, yes! The main thing is that it enjoys a good reputation as a company!

The group has, I believe, subsidiaries in over 20 countries, with considerable operations in both Germany and Sweden, so I imagine you are able to make fairly close comparisons of the problems and opportunities in various European countries. Where do you think the economic and financial problems of the future will surface?
The problems are many, but I think in our plans for the group we see difficulties in the future for all the Scandinavian countries due to the very high cost levels we now experience. Denmark, in addition, has got a balance of payments problem which we are going to have frightful difficulty getting out of although I think we shall succeed, even if it takes a couple of years. Germany will, I think, still be strong, and Britain will become stronger. It will be interesting to see Britain a couple of years from now, although I think you might run into trouble again.

Even allowing for the North Sea oil?
North Sea oil will certainly bring greater prosperity for Britain, but you know it will not go on for ever, and there is always the risk that North Sea oil will be seen as a sort of all-purpose panacea for Britain's industrial problems. If Britain becomes bemused by oil profits and does not grasp the opportunity to modernise and reorganise its industry so as to get productivity up to the same level as the rest of Europe, the old problems will recur.

Do you think that Denmark's economy may perhaps be altered by North Sea oil development in its own sector?
We don't really yet know what we've got in our sector of the North Sea, and while I hope that we will get some benefit from it things do not look frightfully optimistic, and of course it will be very expensive to bring it in.

Perhaps we can turn now to the question of Britain's reputation in Danish markets. In recent years we have had a lot of trouble, particularly in the automobile industry, which has done nothing to enhance our reputation. Automobiles apart, is this reputation for bad deliveries still a problem, or is it now a thing of the past?
It still worries us, although it is my impression that it is getting better. Generally, the older and larger a company is, the more problems we are likely to experience. The newly established company, starting from scratch, making the right investments, attracting enthusiastic people and getting the right relationship with the unions are usually jolly good and usually enjoy all the advantages of their German and Swedish competitors, with good deliveries. No one complains about British know-how, which is very good, so if only the larger, long-established firms could get away from their old, conservative way of thinking, not only in relationships with the unions, but in terms of investment as well, then there are lots of opportunities both here in Denmark and in Europe in general.

Could this be a generation problem inasmuch as that only now is the first generation that has not thought of overseas markets in terms of the old empire beginning to come through into management levels, a generation prepared to fight its way in world markets?
I am sure that is an important contributory factor. For many years Britain had virtually guaranteed markets in its overseas empire, and we recognise that the transformation in British views and outlooks has been enormous over a very short period. I must say that there are many in Denmark who admire what has been done, and that things have not been even worse, when we see just how many resources were lost with the empire, although of course we still see London as the European if not the world centre of finance. There are others, but London is still the most important, and it is hard to see any country in Europe challenging that position today.

What about British quality? In Britain, Danish products enjoy a very high reputation for quality and design. Do British products enjoy a similar reputation here in Denmark?
Inevitably, one tends only to hear about things that go wrong, but our experience here is that the very large majority of our imports go very

smoothly with no problems whatsoever. As I say, techniques are generally very good, and the only problems with many is poor delivery. Some companies' performance is just impossible. Over and over again they say they are trying to improve things, but delivery is just as bad year after year. But you know, this doesn't only apply to British products and British productivity; we certainly have problems with British companies, but we have lots of problems with companies in other countries as well. If you were German or Swiss, French or Swedish I would tell you the same thing. An inefficient company from any country takes up our time, and time in Denmark means money.

But why is it then that Britain suffers this bad reputation in Europe, if our competitors have the same sort of problems?
I think there are several reasons. The first is that, as we have said before, for many years, even after the war, British industry took a 'take it or leave it' attitude to overseas buyers, thinking they had perpetual captive markets in the old British empire. Astonishingly, some companies still adopt this view, and we are quite unable to get through to them. Secondly, the British seem to be rather masochistic, always telling the world in your press and radio and television how awful and appalling the industrial situation is. If only you could focus a bit more on the majority of deliveries which are good, the hardworking, good industries which have up-to-date equipment and deliver on time, and stop looking all the time at the gloomy aspects, your image would improve. All we seem to hear from Britain is about trouble in the car, steel and shipbuilding industries, never about the real developments in aviation, electronics and the like. Bad reputations take time to change, but a start must be made somewhere.

What do you see as the main role of the British Import Union in the future?
The most immediate task is to fight against the move to restrict free trade between our countries, between Denmark and Britain and other countries. It is an understandable but in my view very shortsighted reaction to the present unemployment and balance of payments problems and could be very dangerous if it gains momentum. It is worrying to see Danish industries in difficulties, but if we react by setting up import barriers to protect these industries in one way or another, it would be frightfully dangerous because other countries would do the same, and in no time we would be back to the 1930s, with all manner of import restrictions. I hope that the European community will be able to prevent it. I see it as one of the greatest dangers in the coming year. Beyond that, I think that, although BIU was originally an import organisation, and because trade is essentially a two-way affair, we have to accept that if Britain wants to export to Denmark, Denmark will also want to export to Britain, and in the future I see BIU becoming a bit more export orientated on the Danish side, so that we get true two-way communication. We Danes like Britain; we like the British way of life.

It's very gratifying to find such a pro-British feeling in Denmark. But nevertheless, from the British side, Denmark looks to be a small market of some five million people, already highly developed and very competitive. What special attractions do you think Denmark has for a British company, wanting to break into northern Europe?
First of all, I think we are rather reliable, we are good customers. We will tell you the truth and pay up on time. And because we have only five million people and specialise in certain areas there are many products we do not make, so there are five million customers in Denmark with often no home-made products to compete with. And because of the high standard of living here in Denmark, the purchasing power of our population is considerably higher per head than in most other European countries.

What as an importer do you see as the biggest single problem in Britain today? Is it the delivery problem, or prices, or the bad labour relations image – even though the latest figures show that days lost in strikes in Canada and many other countries are far and away above Britain?
I think we all watch Britain so closely because if things go wrong in Britain it affects us all. From our point of view, getting inflation down is the major problem. If Britain can get inflation down to a single figure percentage, and at the same time maintain industrial peace and get productivity up by building new factories and plant, then you will be able to deliver the right goods at the right time at the right price.

But are we now taking sufficient advantage of our theoretical price advantage, with labour costs in Britain among the lowest in Europe, or are companies simply taking advantage of the greater margin to make more profit?
It may be so in some companies, but I think most are using their price advantage to the full.

If a British company wants to set up an operation in Denmark, do you have specific development areas?
Yes, although the incentives are not nearly as good as you have in England! We would very much like to see British companies setting up in Denmark, but it is only fair to warn you that we have very high costs in this country and that might make things difficult. On the other hand we have got high productivity, highly skilled people and good managers, so there are many attractions as well.

Would you say, then, that the smaller company in Britain intending to start exporting into northern Europe would be well advised to invest in Denmark, so that it could service both the Scandinavian and northern German markets?
Certainly, Denmark would be an excellent base for that sort of operation.

How about our geographical position? Most German companies can simply put their products on a truck and drive up here, whereas British companies have to ferry everything across the North Sea. Do you think that is a problem?
I really don't think it is. I have never heard of it being a problem, except when there are strikes at the docks.

What is the popular image of Britain in Denmark?
The Danes like the British way of life and of course many people here in Denmark do not forget the help we were given in the war. They like to go to Britain, they like to see British people in Denmark – and they like the British sense of humour.

What effect do you think membership of the European community is going to have on the Anglo-Danish relationship? We are now both peripheral members in the geographical sense, on the edge of the European community. In one sense it could encourage trade but in another it could perhaps distract minds towards the centre of Europe.
I think that it is inevitable that we shall all become more involved in Europe, and I think that Denmark and Britain together could make quite some contribution to the EEC.

As the only Scandinavian member of the EEC, do you see Denmark becoming the base for Scandinavian interests in Europe?
Geographically, of course, we are already. And certainly there are Swedish companies which have taken over companies in Denmark so as to gain a foothold in the common market.

And is that equally true in the other direction – that a British company setting up in Denmark would have a springboard into the rest of Scandinavia?
Yes, of course, 'We are still very close to the Norwegians and Swedes.

In London and in Denmark Steen Langebaek goes by bike. Over a quarter of Denmark's cycle sales are Raleighs.

Getting the wind up

Faced with implacable environmentalist opposition to nuclear power, Denmark is urgently seeking alternatives to its present massive dependence on imported oil

Despite their reputation for energy conservation in buildings, none of the Scandinavian countries has a definitive national energy policy. Denmark has virtually no natural energy resources of its own, and imports well over 90 per cent of energy requirements, mainly in the form of oil from the Middle East.

The Danish share of the North Sea oil bonanza has been minimal; drilling for oil and natural gas is taking place, but difficulties in bringing oil reserves ashore are considerable, while gas is to a certain extent less attractive because, unlike Britain, there is no existing distribution network. The sole concessionaires are required to report to the government before 1 May on the size and productive possibilities of the gas found in the Danish sector of the North Sea. While no government decision has yet been taken, extensive planning has been carried out for the introduction of natural gas by the state owned Dansk Olie og Naturgas A/S. The potential energy and mineral resources of Greenland are attractive, but again technical problems remain unresolved.

Even after the Middle East oil crisis in 1973, the Danes looked to nuclear power to replace dwindling, increasingly expensive supplies of fossil fuels in the 1980s. But they reckoned without the strong public reaction to their nuclear power plant proposals, and since 1976 public debate has been so fierce that the Folketing (Danish parliament) last summer shelved plans for even a pilot scheme. The decision on nuclear power depends very much on finding a satisfactory solution to the problem of nuclear waste disposal.

But the energy problem remains and looms larger still. Official estimates reckon the country's energy requirement will rise by nearly 50 per cent over the two decades to 1995, with fuel for electricity generation taking an increasingly large slice of the energy cake. Even at present prices, Denmark simply cannot afford to take additional oil imports on that scale, and a frantic search is under way for alternative energy sources. The Danish government recently announced an £11 million plan to develop alternatives over the next two years, but it is not clear which systems are to be encouraged.

One of the most promising contenders for government support, and enjoying a wide measure of support from the powerful environmental lobby, is the windmill. Several experimental installations have been set up along the windy coastline of West Jutland and on the island of Samsø and although estimates of their potential vary widely, a cautious report from Denmark's Commerce Ministry foresees wind power contributing at least 10 per cent of Denmark's energy requirement by 1990.

Solar heating also is beginning to be taken seriously in Denmark, despite the northerly latitude, and solar panels for domestic water heating are now appearing on house roofs throughout Denmark.

Denmark at a glance

Go to Denmark and you are not visiting just a country – you are visiting more than 400 islands and a low-lying peninsula, covering a land area of 44 000 km², with a coastline of 7300 km, all squeezed between the North Sea and the Baltic.

With a population of just over 5 million most people live in the Jutland peninsula and on the three largest islands – Zealand, Funen and Lolland. Less than 100 of the remaining islands are inhabited. The most densely populated area is around the capital, Copenhagen, situated on Zealand, and in Zealand generally. The island has a density of 291 people per km².

Although Denmark is the smallest of the Scandinavian countries, in Copenhagen (population 1.3 million) it has the region's largest port. Centre of air, rail and shipping communications, it is a free port approximately 15 km from Sweden, Denmark's second largest market. Chief industries include shipbuilding, engineering, brewing, textiles, oil and pottery.

Arhus, the largest town of Jutland, 175 miles from Copenhagen, has a population of nearly 250 000. It is a market and university town, with a good harbour and a growing industrial centre, including amongst its industries vegetable oils, margarine, soap, confectionery, engineering and brewing.

On Funen, the island between Jutland and Zealand, the largest town is Odense, one of the oldest Scandinavian towns and home of Hans Anderson. A port and market town it has shipbuilding, electrical engineering, food preserving and canning industries.

These cities and towns are linked by an excellent communications system which surmounts the problems presented by Denmark's geography. Nearly 2000 km of Danish State Railways, and just over 66 000 km of road run throughout the country, 8500 km of road criss-crossing northern Jutland. There are 208 km of ferry routes linking both the smaller islands to the main islands, and the main islands to Jutland. Frequent ferries run between Helsingør in Zealand to Halsingborg in southern Sweden, and Copenhagen to Malmö, Sweden. On the west coast of Jutland, Esbjerg is the terminal for ferries from the UK. Daily airline services run by SAS operate between Copenhagen and the provinces, with Danair running other provincial services.

Denmark's traditional industry is agriculture, which is reflected by the £811.7 million worth of meat the UK imported in 1977. Indeed, the country is the world's largest exporter of pig meat, the second largest of butter, and the third of cheese. But Denmark has transformed itself from a predominantly agricultural economy to a high-wage industrial economy (fifth in the world table for per capita income).

In 1977 the UK was Denmark's third largest supplier of goods, with 10.9 per cent of the market from January to November. West Germany was Denmark's largest supplier with 19.6 per cent of the market, and Sweden next with 13 per cent. The UK was also the Danes' third largest customer in 1977, with Denmark taking 14 per cent of the British market. Denmark collected 15.1 per cent of the West German market and 14.5 of the Swedish market. Again, figures are from January to November.

UK exports to Denmark for 1977 totalled £799.3 million; the main commodities being petroleum and petroleum products £203.5 million, non-electrical machinery, £112.2 million, transport equipment, £74.8 million, and textile goods, £48.1 million. Imports from Denmark were worth £811.7 million, the main areas being meat and meat preparations, £286.3 million, non-electrical machinery, £80.2 million, and electrical machinery £35.9 million.

Welcome to Denmark

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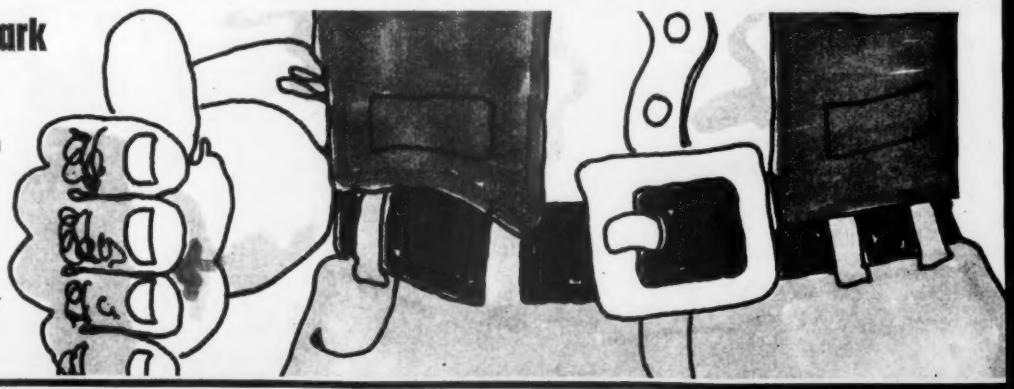

Familiar problems

Guy Simmons, counsellor (commercial) at the British embassy in Copenhagen, takes a quick look at Denmark's economy

Denmark's problems with inflation, unemployment and a heavy deficit on the balance of payments will be familiar enough to those in Britain concerned with similar pressures, but there are marked points of difference.

Denmark depends on imports not only for virtually all its industrial raw materials, but also for over 90 per cent of its energy requirements. Its high-wage economy is fifth in the world league for per capita income, and there is a highly developed structure for social and welfare services.

Since the war Denmark has developed and diversified its industry. Food and agricultural products now account for only some 30 per cent of total exports, and there is an emphasis on high technology, high added-value products. Denmark has established a reputation for excellence of design and quality, rather than price, as a selling feature, but there is now concern about competitiveness.

The country has a chronic balance of payments deficit and the economy is markedly vulnerable to changes in world trade, since both imports and exports are large relative to total output. The kroner, supported by membership of the snake, has remained relatively strong, although it has undergone three downward adjustments against the Deutschmark since October 1976, primarily as a result of more considerable devaluations by Sweden, which has now left the snake.

In the wake of the 1973 oil crisis, inflation in Denmark rose sharply to over 16 per cent, and although this was stemmed, the economy ran into more rough weather in 1976. That autumn the minority government introduced the first of what proved to be three successive taxation packages, designed to restrict demand and put the brakes on imports. Additionally, there was agreement in principle to modify the system by which the national wage structure, negotiated every two years, is supplemented by cost of living increases. This was put into effect after the general election in the spring of 1977, in parallel with the outcome of the national wage negotiations which made wage increases subject to a 6 per cent per annum ceiling for two years until the spring of 1979. At the same time a new basic minimum of DK 29 per hour, believed to be the highest in the world, was established for unionised labour.

Notwithstanding the 1976 measures, the balance of payments deficit that year reached a record DK 11.6 billion. Some further taxation measures were introduced in April 1977 and, after negotiations with other parties through the summer, the government introduced a further package of indirect taxation in August 1977, designed to raise DK 6 billion per annum. This included an increase of VAT from 15 per cent to 18 per cent but was alleviated by some reliefs for business, and the adoption of expenditure programmes angled towards job creation and energy conservation. But still the deficit for 1977 is thought to have been about DK 10 billion, while wages are rising by about 10 per cent a year, and unemployment is around 7.5 per cent for the total workforce and is expected to rise further. High production costs in a worldwide recession are causing concern for exports. Forecasts for 1978 look to an increase in output of between 1 and 2 per cent. Exports are seen as rising 3 or 4 per cent, offset by private consumption falling by 1 per cent or even, according to an OECD estimate, by as much as 3 per cent.

The net foreign debt at the end of the year has been estimated by the Economic Advisory Council at DK 55 billion, and the council has suggested that this will rise to about DK 90 billion in 1981, with servicing at a possible 12 to 15 per cent of export revenues. Denmark has so far had no difficulty in raising foreign loans, and the government is committed to stabilising the economy and progressively reducing the balance of payments deficit, although much depends on circumstances beyond Denmark's control, and rests chiefly on an improvement in world economic activity.

British exports to Denmark in 1976 and 1977 have increased significantly. While imports from Denmark have risen too, our 1975 trade deficit of £179 million was reduced to £50 million in 1976, and the final figures for 1977 may show a surplus, although the present economic situation suggests that a further expansion of exports in 1978 will have to be found by increasing the market share.

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Overseas trade exhibitions

Impressive display at Paris boat show

From Robert Hyde, British embassy, Paris

There is no doubting the status of the Paris boat show as one of the most impressive shows in the calendar, both as a specialised trade affair and as a public spectacle. The seventeenth international boat show was held at the Centre National des Industries et des Techniques at La Défense, from 12 to 23 January.

The Ship and Boat Builders National Federation again sponsored a joint venture, and a record number of 37 companies took part on this occasion. The joint venture stands were on four different levels of the exhibition, covering sail and power boats, dinghies, equipment, clothing and, for the first time, boating holidays in the tourism section of the show. In the composite stands on level one grouping power and sailing boats, the presence of a newcomer, Bonwitco, displaying its 400C and 300 small power boats, was especially notable. This small company entered the French market for the first time at the Caen fair in September 1976, and the subsequent development of initial contacts made at that event is evidence of the usefulness of testing the market through modest participation at a leading general exhibition of that nature. Other boat exhibits which took the eye were the three neighbouring catamarans of Fairways Marine, Colin Kennedy and Tom Lack, while Macwester Marine again put on a striking display on a good site. Marine Holidays and Yacht Cruising Associates pioneered the British participation in the tourism section, and enjoyed a good response from the visiting public, their main target. In the equipment and accessories section, Musto and Hyde and Baron Instruments were prominent, while G. W. Parker and Son were again well to the fore among the dinghies. This year, as last, the make-it-yourself dinghy shown by the Express Boating Organisation won admiration and orders.

Exports of British pleasure boats to France in the first 11 months of 1977 were worth £12.57 million, an increase of 8 per cent over the figure for the corresponding period in 1976. While there has been a slowdown in orders in the latter months of 1977 (a fact not unconnected with the approaching elections to the French legislature), there continues to be considerable market potential for British boats and boating products in France, which the industry should be well placed to exploit.

Camping goods sell well at Houston fair

From Barbara West, British consulate-general, Houston

Despite the blizzards blanketing the heavily populated northern United States which caused lower attendance than last year from buyers and distributors, many of the 44 British exhibitors at the forty-ninth annual national sporting goods association convention and show made notable and profitable successes in the joint venture sponsored by the British Overseas Trade Board, the Federation of British Manufacturers of Sports and Games and the Camping Trades Association of Great Britain.

The situation can best be described in the words of one association representative, who said the show was slow and lacked bounce, but that next year his association would be asking for 25 per cent more space. The reason: there may have been fewer visitors but there was still a very substantial amount of business done.

The show, held from 26 to 29 January, in Houston's Astrodome sports complex proved to be the largest yet. There were sections for general sporting goods, tennis, hunting, camping and fishing, athletic clothing equipment and trophies. During the four show days, over 40 000 dealers, distributors and retail buyers visited the stands of 1665 exhibitors most of whom were American but which also included, in addition to the British, groups from Australia, Canada, France, Germany, Hong Kong, New Zealand, Spain and Taiwan as well as a number of individual exhibitors from Finland, Italy, Japan, Korea, Poland and Sweden.

Milbro Sports Ltd, a first timer who wished it had participated 10 year ago, showed its line of guns, fishing rods, darts and its recently introduced compressed gas bullet. At the B. P. Barnett stand company representatives were busy demonstrating and selling its broad range of crossbows, a relative rarity in the US market.

Judging from these examples, it would appear that United States buyers were looking for the unique items that were different. But the difference that counted was also more subtle, such as the quality found in a product as mundane as cookware. The heavy gauge pots and pans manufactured by Harbenwarr Ltd were compared favourably with domestic campware which was thin, dented easily and no cheaper than Harbenwarr's sturdy products. As a result, the company came away from the show with firm orders and a top distributor.

By and large, the camping group fared well. Avon Inflatables were a popular exhibit; Blacks of Greenock Ltd and Robert Saunders Tents were both happy with contacts made for their goods; and a number of British firms producing mountaineering equipment and fishing tackle all seemed to think the venture worthwhile. The optimism of the British camping group was backed up by the fair organisers who said that camping goods as a whole did better at this show than they have in years.

Results on the sporting goods side were rather more uneven. According to distributors the tennis craze has levelled off but no new sport has taken its place though soccer is becoming extremely popular with young men and boys. Squash and racquet ball are replacing the martini for after hours relaxation among adult males. Jogging and its attendant paraphernalia is attracting more of the health-conscious population of all ages. Darts continue to grow in popularity. However, sales excitement was somewhat lacking at this side of the show with competition appearing keener and price more of a factor. Webber Brothers attracted buyers with its soccer museum displaying the balls used in famous matches, and one of the larger British sportswear exhibitors was Slazengers Ltd.

The British Ambassador, Sir Nicholas Henderson, on the stand of G. W. Parker and Son.

Will sporting goods return to its place of dominance next year? Market predictions, like new years resolutions, have a way of not living up to the conviction with which they are stated. It is safe to say, however, that the NSGA show is the most important one of its kind in the United States and British exhibitors expect to be back for next year's show which will be held in Chicago only from 1979 onwards.

Smaller craft do well at Düsseldorf boat show

From G. Rogers, British consulate-general, Düsseldorf

Evidence of the British boat building industry's endeavours to further its European export trade was seen at the ninth Düsseldorf international boat show – Boot '78 – which ran from 21 to 29 January. The British exhibit, which covered an area of over 3700 m², comprised some 49 firms exhibiting on the British Overseas Trade Board joint venture scheme under the sponsorship of the Ship and Boat Builders National Federation. These and other indirectly represented British firms formed what was by far the strongest British representation ever seen at Düsseldorf.

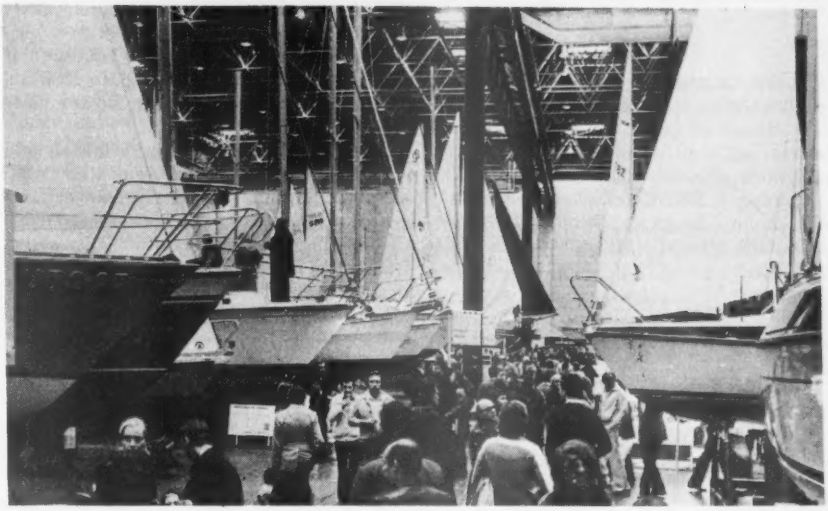
Record visitors

Boot '78 with over 839 direct exhibitors, 401 of which were foreign from 29 countries, won confirmation of its standing as one of Europe's largest and most important international boat shows. The record number of 212 000 visitors, for the most part German, reflected the current widespread interest in water sport and craft. Already, the German market turnover in water craft and associated goods is valued at over DM 800 million.

Luxury class

Much of this interest was directed at the British offer ranging from motor yachts in the luxury class to small motor sport boats; from motor sailers and sea-going high performance sailing yachts to weekend cabin sail boats and dinghies and the many items of accessories and fittings. After a most successful export year in 1977, which placed Britain in first place as the largest foreign supplier to the Federal Republic of Germany of boats on unit count and second place after the Netherlands in terms of value, the British boat industry showed itself well trimmed to ride the waves of its success in this market. Most of the British joint venture firms were pleased with the orders taken, especially for the smaller types of craft, and expect to book substantial business after the fair.

Part of the Düsseldorf boat show.



Leipzig Fair
12/19 March 1978

German Democratic Republic

Visit Leipzig Fair.
It offers wide-ranging information, top-level contacts, unique business opportunities. It presents a comprehensive display of GDR quality goods for export. It illustrates the dynamic economic achievements of all the CMEA countries. It unites 9,000 enterprises from 60 countries in an exhibition of high technology products and consumer goods. And backs all this with a major programme of conferences and lectures, as well as first-class customer assistance and information services.
You mustn't miss it!

Reserved accommodation bookable in the UK. Direct flights by British Airways. Inclusive arrangements and Rent-a-Car facilities. Further information from Leipzig Fair Agency, Dept. TI, 19 Dover Street, London W1X 3PB Telephone 01-493 3111.

Overseas trade export services

Giltspur introduces mini-service from Manchester

Giltspur Airfreight has introduced a new small parcels service, known as the 'Euro-mini flyer'. The service offers the airfreighting of small parcels up to 10 kg in weight or equivalent volume allowance, to Amsterdam, Copenhagen, Düsseldorf, Gothenburg, Oslo, Stockholm, Brussels, Dublin, Frankfurt, Hamburg, Helsinki, Milan, Paris, Stuttgart and Zurich.

Giltspur Airfreight is offering the service at £12.50 per shipment collected from the exporter's premises within 10 miles of Manchester airport, including handling and airfreight costs to the destination airport. For collection within 10 to 20 miles of the airport the charge is £13.50 per shipment. The service operates up to five days a week, depending on destination, the shipment arriving at the destination the following day.

Further information: circle 413

Seatrain improves documentation service

Seatrain UK Ltd has expanded its operations in the provinces to improve local customer contact and ensure rapid handling of documentation. This expansion programme has involved the opening of two new Seatrain offices. The Glasgow office was opened in December 1977 and a new Liverpool office was opened on 30 January. These offices will be responsible for documentation operations.

In addition to the two new offices, the documentation service in the Birmingham area office has been expanded to speed documentation flow. A significant benefit of these changes is to allow existing operations and documentation and other personnel in the London office to concentrate on the London and southern area, resulting in improved service throughout the country.

Further information: circle 414

Weekly consolidation service to Middle East

Meadows Airfreight Ltd has introduced a scheduled weekly consolidation service from the UK to Bahrain and Abu Dhabi. The service, features direct flights from London airport (Heathrow) every Friday.

The new service reflects Meadows' increasing penetration of Middle East air cargo markets. Break-bulk operations for the Abu Dhabi service will be handled by recently-appointed agents Yusuf bin Ahmed Kanoo, and in Bahrain by associate company Bahrain International Cargo Services.

UK exporters will be offered both normal and deferred consolidation rates to cater for both urgent and less-urgent traffic at a cost-effective tariff.

Through Meadows nationwide branch network,UK exporters have full regional and local access to the new service. All branches are geared to handle inquiries, bookings and local freight collections for final consolidation at the Colnbrook headquarters of Meadows Airfreight, near London Airport.

Further information: circle 415

Improved frequency of container service

Frequency of the Hispania Maritime/Trafrume Lines container service between Britain, the Republic of Ireland and Spain was increased to a sailing every 10 days from early February. It previously operated at 18 day intervals. The service improvement results from introduction of a second vessel, *Windle Surf*, added to meet increasing demand for cargo space on this route.

Windle Surf is a 73 TEU capacity which inaugurated the service in March 1977, and both vessels can carry a load-mix of containerised and conventional cargo.

Direct services are provided to Valencia, Barcelona, Cartagena and Ceuta (Spanish Morocco), with linked Trafrume Line services to Malaga, Alicante and the Baleric Islands – Palma, Mahon and Ibiza. In addition, through a joint-service arrangement with Trafrume Lines/Mini Lines Container Service, a fast and competitive route is available to east Mediterranean and Middle East destinations, including Piraeus, Limassol, Alexandria, Beirut, Lattakia, Port Said and Jeddah.

Full-loads can be collected anywhere in the UK or Ireland, with 'groupage' cargo being consolidated at Hispania Maritime's existing facilities in London, Birmingham and Preston. Line equipment includes 6 m and 12 m 'box' containers, plus 6 m tilt-covered containers.

A door-to-door service is provided from shippers' premises to final destination, being closely co-ordinated and controlled by the company's office in Liverpool.

Hispania Maritime's UK port of call is at Preston, offering fast road and rail access from or to all ports of the country, with the Republic of Ireland being served through Dublin.

Further information: circle 416

Reart advises on hazardous cargoes

Reart Air Services is offering advice on the packaging of hazardous cargoes – everything from combustible liquids to magnetised components.

The company believes that many exporters are being bamboozled by the many regulations involved, and the packaging is not meeting the necessary requirements as a result. In such cases, consignments may be held up for more than a week and this can seriously damage relations with new or potential customers and affect the placing of subsequent orders.

Reart Air Services, a subsidiary of the Newhaven-based Coastways Freight Agencies has carried out a survey, which shows that 83 per cent of materials classed as hazardous are being returned to the exporters because of their failure to comply with cargo regulations.

In particular Reart has made a special study of United States regulations and has a full set governing air cargo handling.

Reart often irons out packaging problems by re-packing goods at its Colnbrook base, a few miles from Heathrow. The company takes this one step further in some cases by visiting exporters' premises to discuss the necessary packaging requirements.

Further information: circle 417

Parker sets up Middle East division

Frederick Parker Ltd, manufacturers of stone crushing equipment and asphalt mixing plant, has recently established a Middle East division to provide increased presales and aftersales service to its distributors.

Under the new arrangement a team of sales engineers supported by service specialists will concentrate their efforts to give users of Parker Plant and local distributors a technical advice and support service.

The new division works from Leicester offices and all the sales personnel operate from the factory, with one exception who is stationed in the territory. In this way any problems arising between the factory and the customer may be quickly and smoothly dealt with.

On the service side, a residential base has been established in Sharjah, manned by two senior engineers. During the next few weeks a further service specialist will be attached to the Parker distributor in Saudi Arabia, Express Contracting and Trading Company. The appointment of another serviceman to operate from Beirut is being made and it is intended that this staff of skilled men should be mainly concerned with plant commissioning and operational trouble shooting.

General mechanical services continue to be provided by the distributors, supported by the factory's world-wide service department.

The parts service into the Middle East is

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

also being strengthened and a specialist has been employed to study the consumption patterns and to assist distributors in providing local availability to fully protect the machine population of the locality.

Further information: circle 418

Embassy microfilm unit lists 20 000 companies

A microfilm specialist data bank has just been installed in the commercial library of the American embassy in London's Grosvenor Square.

The visual search microfilm unit – one of six such units now operating in the commercial sections of United States embassies throughout the world – contains information on United States manufacturers and suppliers of selected types of plants and services. The VSMF 'bank' holds over a million pages detailing the services of some 20 000 companies in the fields of design and plant engineering. It is also intended that the new unit will soon store information on United States design specifications in various fields.

Access to the information on file is free and the hours of the London Embassy commercial library are 10 am to 1 pm and 2 pm to 4 pm from Monday to Friday. The VSMF will also be on demonstration view at the United States Trade Centre, Langham Place, during the Usalab (Laboratory Instrumentation) exhibition from 14 to 17 March 1978.

Further information: circle 419

Pandoro plans further additions to haulage fleet

P&O Unit Loads will invest a further £2 million this year in continued expansion of the haulage fleet operated by Pandoro, on its integrated Irish Sea ferry and haulage services. Planned additions to the fleet include 200 12 m van trailers and 30 additional tractor units. Completion of deliveries later this year will boost Pandoro's fleet to more than 2000 load carrying units and 260 tractor units.

Pandoro operates some 1400 dual purpose platform trailers and also special-purpose units, including coil and glass carriers, extendable trailers, low-loaders, Tautliner trailers, insulated equipment, tipping chassis and bulk units.

Further information: circle 420

Hodeidah added to Foss sailing schedule

Fred Olsen Seaspeed Svedel Ltd has added Hodeidah in the Red Sea to the ports served by its regular UK/continent to Middle East ro-ro service. Located at the southern end of the Red Sea, Hodeidah is the main port of the Arab Republic of Yemen.

With its ro-ro service, Foss will be able to by-pass the heavy congestion delays normally experienced by conventional vessels discharging there. To provide a fast vessel turnround, Foss has secured priority berthing arrangements at the port, where ro-ro cargo handling is essential to overcome limited stevedoring capability for other types of vessels.

Yemen-destined cargo being carried by Foss will include construction equipment and other heavy rolling cargo required for major engineering projects. Under a five-year plan, a new airport and major road networks are being built. The port of Hodeidah is also to be extensively modernised.

Foss will serve Hodeidah as an extension of its Gulf service, with loading at UK and continental ports for discharge at Dubai, Dammam and, on the return journey, Hodeidah.

Foss vessels load a wide variety of self-propelled, trailer-borne and other wheeled cargo for its Middle East voyages. Typical shipments include wheeled and tracked plant and equipment, heavy equipment and low loader trailers, containers, flats, unitised loads on ship's trailers and heavy and awkward shipments of up to 450 tonnes.

Door-to-door services are offered to a wide range of Saudi Arabian and Gulf destinations. Established agents in discharge ports provide stevedoring, trucking and related services, working closely with Foss operational personnel at each location.

Further information: circle 421

Cargo to invest in new container units

British Airways is to invest more than £90,000 in new cargo container units to meet the increasing demands of its Boeing 747 fleet. The investment will mean 99 complete, 149 low-profile igloo units and 50 shell and fittings to meet the needs of the fleet and also to service new stations getting a 747 operation on the longhaul network.

The aircraft was recently introduced on the Barbados route and will also be serving Los Angeles, Mexico City, Antigua and San Francisco this year.

As well as meeting the 747 requirement the new containers are also part of the airline's Merchantman and TriStar aircraft conversion programme on the European network from pallets to containerised cargo.

Further information: circle 422

Astran and Hirsch Iran offer joint service

Astran International, the Middle East freight forwarding specialists, has finalised arrangements with Hirsch Iran to provide jointly a complete range of services to and from the UK western Europe and Iran. This will include container, rail, road and air freight movements. Direct trailer services – on a groupage and full load basis – under the new agreement are already running at an average of three per week.

Vehicles arriving in Tehran from Europe are processed through the privately owned Hirsch depot, located immediately opposite Tehran's customs house. The two companies maintain extensive vehicle fleets and are fully equipped to meet any customer demand including refrigerated trailers, low-loaders and step-frame trailers.

At the same time Astran International has announced rate reductions on its overland groupage services, with the rates for some destinations being cut by up to 25 per cent.

Further information: circle 423

Cast to switch UK container traffic to Royal Portbury dock

North Atlantic container operator Cast is to switch its weekly UK service call to the Swift terminal at the Port of Bristol Authority's new £38 million Royal Portbury Dock. The line has previously used the Royal Seaforth terminal at Liverpool.

Cast's move to Bristol has been negotiated with the Port of Bristol Authority (PBA) and Swift Ltd. Swift is the Tor Line subsidiary managing and marketing the PBA-operated, multi-purpose container/ro-ro terminal at Royal Portbury's berth 1, which Cast vessels will use.

The berth has a 45-tonne capacity container crane, an 8-acre back-up area for container parking, and a link to Britain's motorway network via a direct access road to junction 19 on the M5.

The line operates eight container carriers in its independent UK/Europe-north America service, which operates via Montreal to the markets of Canada and the United States north east and mid-west.

The shipping operation is supported by an expanding fleet of over 10 000 'Blue Box' 6 m steel containers, and features 'lump-sum', door-to-door container rates.

Further information: circle 424

Norfolk Line moves depot in north

Increased trailer handling capacity in the north west of England has resulted from a move by Norfolk Line from Haydock to Heywood on 11 February.

The Heywood depot, less than a mile from the M62 motorway, incorporates about 3 acres of trailer handling and standing space as well as warehousing and loading facilities. It is, says Norfolk Line, an ideal base for the continued expansion of its door-to-door TIR trailer service linking the major manufacturing centres of Lancashire, Yorkshire and Merseyside with Holland, Germany, Belgium and other European countries.

The new depot will co-ordinate all traffic originating in or destined for the north of England with trunk runs linking the depot with Norfolk Lines three-times-a-day ferry sailings to the continent.

The new depot address is Sefton Street, Heywood, Lancs. Tel. Heywood (0706) 621331, telex. 635434.

Further information: circle 425

Overseas trade country data

Australia

Whisky and brandy. A notice in *Trade and Industry*, 7 October 1977, reported that the Australian government had sent a reference to the Industries Assistance Commission (IAC) on the question whether short-term assistance should be accorded the production of whisky and continued in respect of the production of brandy after 21 February 1978.

The government has now considered the recommendations made in the IAC report of 30 November 1977 and has decided that temporary assistance not be accorded to whisky production but that the existing temporary assistance on brandy production will continue to apply pending a further review in the light of the outcome of the 1978 vintage. The review will be the subject of a report by the IAC which will be made by 30 June 1978. Pending a government decision on that report, tariff quotas for brandy will be allocated for a further six months at the same levels as are applicable in the current quota period.

Inquiries: CRE 01-215 5319.

Ref: CRE 1533/77

Bolivia

Import of alcohol. Supreme decree, 15272, of 31 January, 1978, permits the import of alcohol within tariff no. 22.09 with the exception of 22.09.02.05 grappa and 22.09.02.09 other spirits made from grapes. The ad valorem duty on the permitted imports is 30 per cent but with additional taxes the duty will amount to 135 per cent.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757. In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

Finland

Minimum import prices on rubber boots. It was reported in the Finnish press on 7 February that the minimum import prices on rubber boots would be increased from 9 February 1978 as follows:

Men's from Fmks 30 to Fmks 37
Ladies' from Fmks 20 to Fmks 27
Children's from Fmks 16 to Fmks 18

This measure will remain in force until 9 February 1979 unless otherwise amended or extended.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 460.

France

Household refrigerators. French *Official Journal* of 5 February 1978 has published a notice to French importers of household refrigerators under the tariff heading 84.15 B (nimexe codes 84.15.07, 84.15.08, 84.15.09, 84.15.13 and 84.15.15) that they should bear either: the NF-FROID marks (French standards); or have a certificate attesting their compliance with norms, issued by the Direction Generale de l'Industries, Direction des Industries Metallurgiques Mecanique et Electriques.

This measure comes into effect from 6 April 1978.

Copies of the French text together with an unofficial translation are available.

Inquiries: OTAR 01-248 5757 ext. 423.

Labelling of cigarettes. Pursuant to article 9 of law 76-616, 9 July 1976, on the fight against tobacco addiction, the French Ministry of Health and Social Security published in the *Official Journal*, 4 February 1978, an order dated 30 January 1978, which requires cigarette packets to display clearly the nicotine and tar content released by the cigarettes in the process of burning.

The order also gives details of the method of testing and requires producers, manufacturers or traders to submit to the ministry a certificate issued by the French national test laboratory, before 31 December 1978, for products placed on the market before 10 July 1978, and within three months of marketing for cigarettes placed on the market after that date.

Copies of the French text of the order are available.

Inquiries: OTAR 01-248 5757 ext. 423.

Digital watches. A notice to importers published in the *Official Journal* of 3 February 1978 announced that, with effect from one month after the date of publication, the importation of liquid crystal display panels illuminated by tritium lamps, watch movements equipped with such panels and watches incorporating such movements will be subject to an import authorisation to be obtained from the Commission Interministérielle des Radio-éléments Artificiels, PO Box 8, 91190 Gif-sur-Yvette. Copies of the French text of this notice are available.

Inquiries: OTAR 01-248 5757 ext. 423.

Greece

Foodstuff regulations. Under a recent government decision it is now necessary for all foodstuffs which are sold in Greece in plastic, glass or metal containers (excluding tins) to have a self-adhesive paper or plastic safety strip attached to the container, so that the lid can only be removed by breaking the seal.

Inquiries: OTAR 01-248 5757 ext. 439.

Iceland

Import licences. The Icelandic Ministry of Commerce has altered the list of goods for which import licences are required as follows:

The following goods no longer require an import licence:

11.01.25 and 11.01.26 (rye flour); 17.01.21 and 17.01.22 (cube sugar); 17.01.23 and 17.01.24 (granulated sugar)

The following motor vehicles (for transporting passengers only) now require an import licence:

ex 87.02.14 (with four-wheel drive, used); 87.02.16 (used); ex 87.02.19 (other, used)

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 460.

Lebanon

Customs duty amendment. The Lebanese *Official Gazette*, 5, of 2 February 1978, published details of an amendment to the customs tariff in respect of CCCN numbers 32.13 and 48.01 which exempts from duty inks and paper used in the manufacture of carbon paper. Both products have hitherto been subject to duty at the rate of 18 per cent.

Inquiries: OTAR 01-248 5757 ext. 475/7062.

Portugal

Maximum limits of imports of certain foodstuffs. Portuguese *Diario da Republica* 244, of 21 October 1977, contained resolution 273/77 which revised the ceilings laid down for the importing authorities in 1977 of certain goods essential for public consumption. These ceilings were:

	US $ 000	Esc 1000
Livestock Products Board	74 000	2 900 000
Cereal Institute	326 500	12 730 000
Oil and Oil Seeds Institute	218 400	8 500 000
Codfish Commission	53 730	2 230 000

	US $ 000	Esc 1000
Sugar and Alcohol Authority	48 720	1 900 000
Fruit Board	24 600	960 000
Total	746 350	29 240 000

Diario da Republica 29, of 3 February 1978, contained an interministerial resolution which states that the authorities concerned may go ahead with orders for the first quarter of 1978 on the basis of a total 1978 importation of 60 per cent of the escudo amounts shown above.

Inquiries: OTAR 01-248 5757 ext. 460.

Singapore

Import control of the drug Flunitrazepam (Rohypnol). The Singapore Ministry of Health has announced that from 27 January 1978 Flunitrazepam, a sedative known commercially as Rohypnol, will be placed under control of the Misuse of Drugs Act and regulations. The commercial product is a small white tablet with the word 'R2' embossed on one side. It will now be an offence for any unauthorised person to manufacture, import, export, sell or offer to sell, possess, or consume the drug.

Doctors and pharmacists may continue to supply the drug on prescription, but in addition to keeping records of each supply in the dispensing book they must also record such supply in the controlled drugs register.

Wholesalers importing and exporting the drug may do so only on special import or export authorisations issued by the Ministry of Health.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

South Africa

Customs tariff application. Customs tariff application 4/78, published in the South African *Government Gazette* of 17 February 1978, contains an application to the Board of Trade and Industries for increase in duty on:

Axles, whether or not fitted with wheels, for railway locomotives and rolling stock: **diatomite, diatomaceous earths, kieselguhr, activated diatomite, activated diatomaceous earths and activated kieselguhr**, classifiable under tariff heading 25.12 and tariff subheading 38.03.10.

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5274.

Spain

Modification of tariff sub-section. The Spanish *State Gazette* of 8 February published royal decree 123/1978 of the Ministry of Commerce, modifying the Spanish tariff as follows:

CCCN/Description of goods	Import duty
29.44 I	
Bleomicines and their salts and esters	1%
29.44 J	
Other	10.5%

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

Animals. The Spanish *State Gazette* of 8 February published royal decree 122/1978 of the Ministry of Commerce, modifying subsection 23.07 A1b of the Spanish tariff as follows:

CCCN/Description of goods	Import duty
23.07 A1b	
Other:	
1 For dogs, cats, birds, fish and other pets	27%
2 For other animals	17.5%

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

Suspension of import duties. The Spanish *State Gazette* of 30 December 1977 published royal decree 3328/1977, 16 December, issued by the Ministry of Commerce and Tourism, extending during a three month period (21 December 1977 to 20 March 1978, both inclusive) the suspension of import duties levied on raw cocoa beans, tariff heading 18.01 A, as initially established in decree 765/1975. No further information is available.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

Waste paper. The Spanish *State Gazette* of 14 January 1978 published royal decree 3412/1977 of the Ministry of Commerce, modifying customs heading 47.02 as follows:

CCCN/Description of goods	Import duty
47.02	
Waste paper and paperboard: scrap articles of paper or of paperboard, fit only for use in paper-making	3% (minimum 0.35 pesetas per kilo)

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

Modification to tariff sub-heading. The Spanish *State Gazette* of 10 January 1978 published royal decree 337/1977, 30 December, issued by the Ministry of Commerce and Tourism, modifying tariff sub-heading 73.02 as follows:

CCCN/Description of goods	Import duty
73.02 J	
Ferro molybdenum	9%

This decree is effective from 10 January 1978. No further information is available.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

Sri Lanka

Import duty changes. The Sri Lankan government has announced various import duty changes effective from midnight 20/21 January 1978. The amendments, which are mainly increases, are as follows:

CCN no.	Description	General rate of duty
14.05 A	Beedy leaves	Free
20.05	Jams, fruit jellies, marmalades	500% or Rs 50 per kilo
24.02	A. Cigars	500% or Rs 750 per kilo
	B. Cigarettes	500% or Rs 450 per kilo
	C. Others	500% or Rs 450 per kilo
29.13	B. Methyl isobutyl	5%
	C. Others including camphor	50%
29.14	B. Esters of Acetic acid	
	(i) Vinyl acetate monomer	5%
	(ii) other	50%
33.06	(A) Perfumed spirits including lavender water but excluding eau-de-cologne	500%
	(B) Eau-de-Colonge	300%
	(E) other	300%
39.07	(H) other	
	(1) Parts of pens	25%
	(2) others	100% or Rs 10 per article
42.03	(A) Gloves for sports	12½%
42.06	(B) Guts for sports	12½%
48.07	(D) other	50%
58.01	Carpets, carpeting and rugs knotted	
	(A) of wool or fine animal hair	500% or Rs 100 per m^2
	(B) of other textile material	500% or Rs 100 per m^2
58.02	Sub headings A to I	500% or Rs 100 per m^2
58.03	Tapestries hand made etc	500% or Rs 200 per m^2
64.02	Special sports footwear equipment with spikes, studs, bars, etc	25%
64.06	(A) Games and sports equipment	12½%
70.13	(B) Other	
	(i) Tumblers	100%
	(ii) other	100% or Rs 25 per article
70.14	Chandeliers and Electroliers	500% or Rs 2500 per unit
73.38	(A) Domestic articles and parts	
	(i) articles certified by the Ministry of Industries, Ministry of Textiles having been imported for re-export	Free
	(ii) other	100% or Rs 10 per article
73.40	D. Other	
	(i) Key rings or holders with chains	100% or Rs10 each
	(ii) Bead wire rings for tyres	5%
	(iii) other	100%
87.01	(B) Road tractors for trailers	5%
90.03	Frames and mountings and parts	
	(A) Hinges, screws, rivets and re-inforcing wire	25%
	(B) other	50%
93.04	Other firearms, including Very light pistols and revolvers for firing blank ammunition and parts thereof	25%
93.07	(A) Sporting, hunting or target shooting ammunition and parts	

CCN no.	Description	General rate of duty
	thereof including bullets and shot	
	(i) Blank cartridges	25%
	(ii) other	50%

No further details are available.

Inquiries: OTAR 01-248 5757 ext. 420/475/7062.

Thailand

Import ban on luxury goods. The Thai government has announced a ban on the import of a wide range of luxury goods. The list of banned goods includes the following articles:

CCCN	Description
08.04	Grapes, fresh or dried
08.06	Apples, pears and quinces, fresh
08.12	Dried fruits other than dates, bananas, coconuts, cashew nuts, pineapples, avocados, mangoes, guvas and mangosteens, citrus fruit, figs, grapes or betel nuts
16.04	Shark's fins
17.04	Sugar confectionery and sweets that do not contain cocoa
19.08	Pastry, biscuits, cakes and other fine bakers' wares, containing cocoa or otherwise
20.07	Fruit juices (including grape must) and vegetable juices, whether or not containing added sugar, but unfermented and not containing spirit
42.02	Travel goods (for example trunks, suitcases, hat-boxes, travelling bags, haversacks, knapsacks, rucksacks, kitbags) handbags, wallets, purses, satchels, briefcases, collar-boxes, dressing-cases, pouches, toilet-bags, tool-cases, and similar containers made of leather or of composition leather, of vulcanised fibre, of artificial plastic sheeting, of paperboard or of textile fabric.
48.21	Toilet papers and facial tissues
49.09	Picture postcards, picture greeting cards printed by any process, with or without trimmings
49.10	Calendars of any kind, of paper or paperboard, including calendar blocks
68.02	Worked monumental or building stones, and articles thereof (including mosaic cubes), other than road and paving setts, curbs and flagstones of natural stones (except slate); or those under chapter 69 under the heading of ceramic products
69.07	Unglazed setts, flags and paving, hearth and wall tiles
69.08	Glazed setts, flags and paving, hearth and wall tiles
69.10	Sinks, wash basins, bidets, water closet pans, urinals, baths and like sanitary fittings
69.11	Tableware and other articles of a kind commonly used for domestic or toilet purposes, made of porcelain or china (including biscuit porcelain and parian)
87.02	Motor vehicles for the transport of persons, including sports cars
87.09	Motor cycles

The ban came into effect on 1 February 1978. Further information to follow when available.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Chemical fertilisers. The Thai Board of Investment has issued notice 1/2521, whereby a special fee of 20 per cent of the cif price is placed on the import of mixed fertiliser and compound fertiliser coming under tariff heading CCCN 31.05.

The Board of Investment shall determine which imports pay the special fee and inform the customs department accordingly.

This notice came into effect on 25 January 1978 and remains in force until 24 January 1979.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

United States

Temperature in motor vehicle cabs. The *Federal Register*, dated 8 February 1978, published a proposal by the Federal Highway Administration to examine the amount of heat generated in truck cabs and invite comments on the desirability of a new federal safety standard relating to heat in cabs. Written comments (two copies) by 9 May 1978 to Bureau of Motor Carrier Safety, Federal Highway Administration, Department of Transportation, 400 Seventh Street SW, Washington DC 20590.

A copy of the text is available.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Acetaminophen preparations: packaging. The *Federal Register*, dated 3 February 1978, published a rule proposed by the CPSC to require acetaminophen preparations in dosage form to be in a child-resistant package. Written comments (five copies) by 4 April 1978 to Consumer Product Safety Commission, Washington DC 20207.

A copy of the text is available.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Motor vehicle pollution. The *Federal Register*, dated 2 February 1978, published details by the EPA revising the vehicle exhaust emission test procedures for the SEA regulations for 1978 and later model years.

A copy of the text is available.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Import of speciality steels under quota. Import statistics in pounds weight for the following products with quotas still open as at 10 February 1978:

Sheets and strips of stainless steel (item 923.20)	31 796 949
Plates of stainless steel (item 923.21)	4 523 260
Bars of stainless steel (item 923.22)	Quota filled

Inquiries: CRE 01-215 5629.

High-carbon ferro-chromium. The President has decided not to grant relief to the domestic industry in the form of higher tariffs as recommended by the International Trade Commission. Under the 1974 Trade Act, the President's decision to reject the ITC's recommendation is subject to an override by a simple majority of congress.

Inquiries: CRE 01-215 5629.

Escape clause investigation: Industrial fasteners (nuts, bolts and screws). The President rejected the International Trade Commission's recommendation for tariff increases on these products. The President's decision is subject to congressional override

Inquiries: CRE 01-215 5629.

Steel 'trigger' price system. Copies of the special United States customs invoice 5520 (special summary steel invoice), to be used in conjunction with the United States steel 'trigger' price system which commences on 21 February, are available from the United States Embassy, Grosvenor Square, London W1, tel. 01-499 9000.

Children's sleepwear. The *Federal Register*, 6 February 1978, published a final rule by the Consumer Product Safety Commission amending the standards for the flammability of childrens' sleepwear. A copy of the text is available.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Venezuela

Import licences required for iron and steel pipes. Venezuelan ministerial direction 1712, of 10 January, 1978, resolves that import licences are now required for the importation of iron and steel pipes (tariff nos. 73.18.02.00, 73.18.03.00, 73.18.04.99 and 73.18.05.99. The import duty on the last item 73.18.05.99 has also been increased from 1 per cent to 60 per cent.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Zambia

Customs tariff amendments. Changes in import duties announced in the Zambian *Government Gazette*, 1830, took effect from 28 January. Parts of the following headings are affected: 22, 24, 27, 39, 49, 73, 74, 75, 76, 78, 79, 80, 82, 84, 85, 87.

Inquiries: OTAR 01-248 5757 ext. 471.

CRE tel. Direct dialling

OTAR telephone 01-248 5757
Extensions to **OTAR** numbers are given at the end of each notice

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European community news

UK challenges commission report on 'green' currency

A preliminary debate on a package of measures to deal with the problems of agriculture in the Mediterranean region of the community was held by EEC agriculture ministers at their meeting in Brussels on 13 and 14 February said John Silkin, Minister of Agriculture, Fisheries and Food. In answer to a parliamentary question on 15 February he said: 'I made it clear that I would support cost effective proposals but was opposed to measures which would create structural surpluses, place unjustified burdens on consumers or damage trade relations with third-countries.'

Ministers also resumed discussion on the commission's proposals on 1978/79 farm prices dealing this time with products not discussed at its meeting in January; the most important of these was pigmeat, 'I made it clear that I could not accept the suggested 3 per cent increase, which would have the effect of increasing pigmeat monetary compensatory amounts, unless the method of calculating these MCAs was reformed', he said.

'The commission presented their report on the effects of the green currency system, for which I have been pressing since last autumn. I challenged the report's conclusions, which are not supported by the facts, and expressed disappointment at its inadequate consideration of the problem of pigmeat MCAs,' he said.

Ministers had resumed their discussion on the commission's proposal for phasing out MCAs. 'My position remains that phasing out can only be considered if agreement can be reached on the use of a more representative unit of account and on an economically justifiable common price level.' Mr Silkin continued, 'I pointed out that the Italian, UK and French institutional prices are now broadly at the same level. A system which sought to harmonise prices at this level would be worthy of consideration. The commission's proposals for raising these prices to the level of the so-called common prices, which are in fact applied only in Denmark, are not.'

New potatoes

The provisions for new potatoes to be contained in the forthcoming common regime for potatoes and the mandate for negotiations with Cyprus on imports into the community of Cyprus new potatoes were also considered but said Mr Silkin, little progress was made on either issue.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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Africa dominates foreign ministers' meeting

EEC foreign ministers have agreed on the course that the nine member states will follow in the concluding stages of the conference on security and co-operation in Europe. David Owen, Secretary of State for Foreign and Commonwealth Affairs said this in reply to a parliamentary question on the outcome of the political co-operation meeting held in Copenhagen on 14 February.

He said ministers held a brief exchange on recent developments in the Middle East but the major part of the meeting had been devoted to the problems of Africa, particularly southern Africa.

The nine fully endorsed the initiative of the five western Security Council members over Namibia and they maintained their support for Anglo-United States efforts to bring about a peaceful settlement in Rhodesia, he said.

Dr Owen said that ministers had also expressed their grave concern at the situation in the Horn of Africa and their support for the efforts of the Organisation of African Unity to bring about a negotiated settlement. Ministers recognised that the United Nations might be able to play a role in supporting those efforts, he concluded.

Direct election bill gets third reading

There was a government majority of 114 at the end of the third reading debate of the European Assembly Elections Bill in the House of Commons on 16 February. The bill now passes to the House of Lords for consideration.

In moving the third reading, Merlyn Rees, Home Secretary, said that once the house had rejected the regional list system, the UK would not be able to reach the original community date of May-June. Mr Rees said there would now be further discussions within the council of ministers which would presumably agree on a new target date.

It was important, he said, to ensure that the bill reached the statute book in good time so the UK would be prepared to hold elections in Britain on the new date agreed with its community partners.

Winding up the debate, Brynmor John, Minister of State at the Home Office said that the anxieties of those who thought that powers would be taken by the assembly without an Act of Parliament should have been allayed by the government clause introduced to meet this point.

Concluding, Mr John said that he did not believe that to support the bill was any more to support federalism than to support devolution was to support separatism.

EEC aid to repair flood and snow damage

Nearly £1 million (1.5 million European units of account) is being made available by the European commission towards the repair of damage caused by floods in England in January, and the recent snow in Scotland.

England will get £651,186 (1 million eua) to be used mainly to re-build dykes and roads in the East and the South-East.

Scotland is to get £325,593 (500 000 eua) towards the repair of damage brought about by the snows. The use of the money in Scotland will be decided after more detailed examination of the damage.

The money comes from a special community budget for victims of disaster. The disaster fund for 1978 is 5 million European units of account (about £3.3 million) of which Britain is getting 1.5 million eua now.

Fishing ground closure 'serious' – Millan

Closure of the Faroese fishing grounds is contrary to the government's understanding of the provisional agreement between the European commission and the Faroese authorities said Bruce Millan, Secretary of State for Scotland, in answer to a parliamentary question on 15 February.

He said the government had taken the matter up with the commission and with the Faroese authorities as a matter of urgency and 'expressed our serious concern at this development'.

Mr Millan explained that the Faroese government had closed, until May, for conservation purposes, a ring which under the provisional agreement would have been open to UK fishermen. 'We do not accept that this is part of the agreement. It is that question we are investigating with all urgency.'

Misunderstanding

He said he was not clear whether the situation had arisen from a misunderstanding or whether it was a deliberate attempt by the Faroese to restrict the agreement. 'If it is the latter, it is a serious development and would call into question whether we should have reciprocal agreements of this kind.'

Commissioner Vouel meets Williams and Kaufman for talks

Alan Williams, Minister of State, Department of Industry (left), with EEC commissioner Raymond Vouel on 17 February. While in London commissioner Vouel also held talks with Gerald Kaufman, Department of Industry and Albert Booth, Secretary of State for Employment.

EEC research grants to UK

Financial support for nine research projects in the UK, to the value of £145,475, has been announced by the European commission.

Natural Environment Research Council, London. 1 Bacteriological studies on a freshwater lake enriched by sewage effluent. Commission contribution: £21,000 (24.4 per cent of total); 2 Effect on benthic invertebrate populations of temperature changes associated with thermal pollution of European coasts. Commission contribution: £13,334 (39 per cent of total).

Central Electricity Generating Board, Cerl, Leatherhead. Development and application of remote sensing for measuring airborne materials. Commission contribution: £5,000 (40 per cent of total).

Ministry of Agriculture, Fisheries and Food, Fisheries Laboratory, Lowestoft, Suffolk. Long term sub-lethal effects of micropollutants on the marine mollusc *Crepidula fornicata*. Commission contribution: £16,667 (31 per cent of total).

United Kingdom Atomic Energy Authority, Safety and Reliability Directorate, Culcheth, Warrington. Theoretical studies of gas cloud explosions. Total cost borne by the commission: £8,300.

University of Dundee. Development of doping by ion implentation in x-silicon, and its application to solar cells. Commission contribution: £21,000 (60 per cent of total).

Stanford Research Institute Europe, Croydon. Collection of data for inclusion in economic data in ECDIN. Commission contribution: £33,664 (50 per cent of total).

University of York. Study of grass and legume growth on colliery spoils under various fertiliser regimes. Commission contribution: £16,130 (50 per cent of total).

Loughborough University. An investigation into rehabilitation in the steel industry in the UK. Commission contribution: £10,380 (9 per cent of total).

Alleged dumping of iron and steel products

The European commission has received information indicating that dumping is being practised or that bounties or subsidies are being granted in respect of certain iron or steel imports (see below) and that this is causing injury to a community industry. In co-operation with the member states, the commission has accordingly begun examination of the matter at community level in accordance with commission recommendation 77/329/ECSC on protection against dumping or the granting of bounties or subsidies by countries which are not members of the European Coal and Steel Community, as amended by recommendation 3004/77/ECSC.

Any information relating to these matters may be sent in writing to the Commission of the European Communities, Directorate-General for External Relations, 200 rue de la Loi, B-1049 Brussels.

Interested parties may by the appropriate date shown below, make known their views in writing, in particular by replying to the questionnaire addressed to the parties known to be concerned and by providing supporting evidence. Furthermore, the commission will hear parties directly concerned who so request when making known their views to the commission provided they can show that they have an interest sufficient to entitle them to express their views more fully.

It would be helpful if copies of all representations to the commission could also be sent to the Department of Trade's anti-dumping unit, Room 344, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ.

Country of origin/Description	Dates by which representations are to be received
Czechoslovakia, Hungary, Japan, South Africa, Spain	
U-, I- or H-angles, shapes and sections, of iron or steel, not further worked than hot-rolled or extruded [1]	11 March 1978
Finland	
Galvanised steel sheets and plates [2]	4 March 1978

[1] CCT subheading ex 73.11 AI, Nimexe code 73.11-11, 12, 14 and 16. [2] CCT subheading 73.13 BIVC, Nimexe codes 73.13-68 and 73.13-72.

Piezo-electric quartz crystals from Japan

Trade and Industry of 25 November last reported that the European commission had initiated an investigation at community level into allegations that dumping was being practised or that bounties or subsidies were being granted in respect of imports of mounted piezo-electric quartz crystal units (CCT ex 85.21 c) originating in Japan.

It has now been announced (*Official Journal of the European Communities* C/35 of 11 February 1978) that in the course of their investigation the commission have received certain undertakings from the Japanese exporters concerned which have satisfied them that the introduction of protective measures is presently unnecessary and that accordingly, further anti-dumping/anti-subsidies procedures should be terminated.

Anti-dumping investigation into chipboard from Spain and Sweden

An investigation has been opened by the European commission into allegations that wood chipboard originating in Spain and Sweden is being dumped and that this is causing injury to a community industry. Products concerned fall under Nimexe codes 44.18-11, 19 and 90.

The investigation will cover all types of chipboard, treated (eg tongued and grooved,

laminated, surface treated) and untreated, but will not cover flaxboard.

Interested parties are invited to submit their views in writing by 27 February. Representations should be sent to the Commission of the European Communities, External Relations Directorate-General, rue de la Loi 200, 1049 Brussels, and copied to the Department of Trade's anti-dumping unit at General Division 1, Department of Trade, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ.

The full text of the commission's announcement was published in the *Official Journal of the European Communities* C31, 7 February.

Proposed suspension of the CTT

The Department of Trade is considering an application for a new suspension of the common customs tariff (CCT) on:

2-Chloro-10*H*-dibenz[*b*,*f*][1,4]oxazepin-11-one (tariff heading 29.35 Q)

on the grounds that this material is not available from within the European Economic Community. The application, which relates initially to the period 1 January 1979 to 30 June 1979, is for total suspension of the CCT.

If any UK companies are already manufacturing the above material (or like or competing materials) or expect shortly to be in production so that their interests would be adversely affected by a suspension of the CCT, they should notify the Department of Trade, General Division, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, quoting the reference G/T 15729. The information should reach the department not later than 10 March.

Inquiries: 01-215 3576.

EEC rules of competition

Exclusive dealing agreements

The *Official Journal of the European Communities* C31/2, 7 February 1978, contains the text of a draft commission regulation amending commission regulation 67/67/EEC of 22 March 1967 (as subsequently amended in relation to the treaty of accession and as extended by regulation (EEC) 2591/72 of 8 December 1972) on the application of article 85(3) of the treaty of Rome to certain categories of exclusive dealing agreements.

In accordance with the terms of article 5 of council regulation 19/65/EEC, the commission invites all interested parties to send their comments on the draft regulation by no later than 17 March 1978 to Commission of the European Communities, Directorate-General for Competition, Division for General Competition Policy, 200 rue de la Loi, B-1049 Brussels.

Further information can be obtained from Department of Prices and Consumer Protection, Fair Trading Division, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5092.

Community transit: some guarantee certificates invalid from July

The introduction of the new-style certificate of guarantee (form C1141 in the Customs and Excise forms series) which are issued against comprehensive community transit guarantees was announced in August (see *Trade and Industry*, 26 August 1977).

Exporters and agents are reminded that the old-style guarantee certificates become invalid on 1 July 1978. T forms presented for authentication against an old-style guarantee certificate on or after that date will be rejected.

Any trader who is in possession of old-style certificates or who has old-style certificates lodged with offices of departure should therefore obtain new-style certificates of guarantee to replace his old-style guarantee certificates from the guarantee office where his comprehensive community transit guarantee is lodged, before the expiry date of 30 June 1978.

Leaflets on EEC rules for passenger and freight transport

Free leaflets on drivers' hours for passenger and freight transport have been issued by the Department of Transport.

Passenger Transport leaflet PSV 152 explains the EEC rules now in force for domestic passenger transport. PSV 153 replaces PSV 149 and brings the information up to date on recent changes in the EEC regulation affecting weekly rest, use of ferryboats, tachographs and the ratification of AETR.

The Freight Transport leaflet GV 220 covers both domestic and international drivers' hours.

The leaflets are obtainable from all Traffic Area offices or from the department at 2 Marsham Street, London SW1P 3EB.

UK applies for aid for brucellosis eradication

An application has been submitted by the UK to the European commission for financial assistance from community funds towards an accelerated eradication programme for brucellosis.

Under the accelerated programme many of the starting dates for compulsory eradication of brucellosis in various areas of the country would be brought forward by at least a year.

It will not be possible to confirm the accelerated programme until the outcome of the application is known.

Financial aid is available under directive 77/391 to member states who accelerate the eradication of brucellosis from their territories. Aid is at the rate of 60 units of account (approximately £35) per cow and 30 units of account (approximately £17.50) for other cattle slaughtered under an approved acceleration plan during the three years from commencement of the plan.

UK Patent Office open for PCT applications

In the item on the European Patent Office (*Trade and Industry*, 17 February, page 370), it was explained that the UK Patent Office would be prepared to accept European patent applications as from 1 May 1978, but that none of these applications would be given a filing date prior to 1 June 1978.

The possibility of using the same system for Patent Co-operation Treaty (PCT) applications has now been accepted at a PCT meeting in Geneva. So the UK Patent Office will now receive PCT as well as European applications as from 1 May 1978.

New EEC documents

This list of EEC documents was deposited in the House of Commons in the seven days to 16 February 1978 (commission reference numbers, where appropriate, are given in parentheses). The documents are available for consultation at the European Communities Commission Information Office, 20 Kensington Palace Gardens, London W8 4QQ.

EEC draft instruments

R/280/78 (COM(78)14 FINAL (78))
Proposal for a Council decision adopting a European Economic Community concerted action in the field of physico-chemical behaviour at atmospheric pollutants.

R/313/78 (COM(78)30 FINAL (78))
Importation into Italy of malleable cast-iron tube and pipe fittings originating in Taiwan.

S/225/78 (COM(78)40 FINAL (78))
Proposed Council Regulations laying down certain interim measures for the conservation and management of fishery resources applicable to vessels flying the flags of Norway, Sweden and Spain; Proposal for a Council Regulation laying down with respect to vessels flying the flag of non-member countries certain interim measures for the conservation and management of fishery resources in the 200 miles zone situated off the coast of the French department of Guyana.

S/261/78 (COM(78)19 FINAL (78))
Recommendation for a Council decision on the conclusion of a Protocol to the Agreement on the importation of educational, scientific and cultural material.

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably on arrival overseas. The story must, of course, reach us while it is still news.

Send your export photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7174/482/408.

Common agricultural policy

The texts of the following regulations, directives and decisions which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*:

General. Regulation (EEC) 243/78 providing for the advance fixing of monetary compensatory amounts (*Official Journal* L37, 7 February 1978).

Fruit and vegetables. Regulations (EEC) 250/78 amending regulation (EEC) 1203/73 fixing the conversion factors to be applied to the buying-in prices for fruit and vegetables (*Official Journal* L38, 8 February 1978).

Milk and milk products. Regulation (EEC) 270/78 amending regulation (EEC) 990/72 on detailed rules for granting aid for skimmed milk processed into compound feedingstuffs and for skimmed-milk powder for use as feed (*Official Journal* L40, 10 February 1978).

Cereals. Regulation (EEC) 269/78 including wheat groats and wheat meal in the list of processed products covered by the system of advance payment of refunds (*Official Journal* L40, 10 February 1978).

Animal feedingstuffs. Directive 78/117/EEC amending the annexes to directive 70/524/EEC concerning additives in feedingstuffs (*Official Journal* L40, 10 February 1978).

Animal health. Decision 78/118/EEC authorising Ireland and the United Kingdom to apply special health guarantees for the prevention of leucosis in the case of bovine animals imported for breeding or production (*Official Journal* L40, 10 February 1978).

Decision 78/119/EEC amending decision 73/30/EEC authorising Germany to apply special health guarantees for the prevention of leucosis in the case of bovine animals imported for breeding or production (*Official Journal* L40, 10 February 1978).

Seeds, plants and propagating material. The *Official Journal* L41, 11 February 1978, contains the texts of the following decisions:

Decision 78/122/EEC amending decisions 75/576/EEC, 76/216/EEC and 77/146/EEC.

Decision 78/123/EEC extending for France in respect of a certain number of varieties the period provided for in article 15(1) of directive 70/457/EEC.

Decision 78/124/EEC authorising Luxembourg to restrict the marketing of seed of certain varieties of agricultural plant species.

Decision 78/125/EEC extending for Germany in respect of a certain number of varieties the period provided for in article 15 (1) of directive 70/457/EEC.

Decision 78/126/EEC authorising Germany to restrict the marketing of seed of certain varieties of agricultural plant species.

Decision 78/127/EEC authorising France to restrict the marketing of seed of certain varieties of agricultural plant species.

Decision 78/128/EEC extending from 31 December 1977 to 31 March 1978 for the United Kingdom in respect of a certain number of varieties (ie Fodder plants – *lolium perenne L-Amado* and *Marathon*) the period provided for in article 15(1) of directive 70/457/EEC.

Common customs tariff

Regulation (EEC) 251/78 on the classification of goods under heading 58.10 of the common customs tariff (*Official Journal* L38, 8 February 1978).

Imports from non-member states

Decision 78/120/EEC authorising the United Kingdom not to apply community treatment to men's suits of synthetic textile fibres, falling within heading ex 61.01 of the common customs tariff, originating in Poland and in free circulation in the other member states (*Official Journal* L41, 11 February 1978).

EEC information

The EEC Information Unit helps firms of all types and sizes by answering general questions about EEC membership.
The unit's address is:
EEC Information Unit,
Department of Industry,
1 Victoria Street,
London SW1H 0ET.
Tel. 01-215 4301 (six lines).

Conference on RECENT ACAS CODES OF PRACTICE

29th March 1978 — Royal Garden Hotel, London W.8

The latest Code to be published is the one on Time Off for Trade Union Duties and Activities which comes into effect on 1st April, 1978. All employers recognising trade unions will have to grant time off in accordance with the provisions of the Code. The conference has been devised for Personnel and Industrial Relations Managers, Works Managers and Lawyers specialising in industrial relations.

SPEAKERS INCLUDE:
Jim Mortimer, Chairman, ACAS
John Porter, Director, Engineering Employers' Federation
Bob Harrison, National Secretary, Transport and General Workers Union
W. Mitchell, Group Personnel Controller, Associated Dairies Ltd
B. Welch, Manager, Employee Relations Policy Planning, Ford Motor Co Ltd.

CODES OF PRACTICE TO BE DISCUSSED:
Time Off for Trade Union Duties and Activities
Disciplinary Practice and Procedure in Employment
Disclosure of Information to Trade Unions

For further information contact European Study Conferences Ltd. Tel: (057 282) 2711

RECENT ACAS CODES OF PRACTICE
Wednesday, 29 March 1978, Royal Garden Hotel, Kensington High Street, London W.8
To: European Study Conferences Ltd, Kirby House, 31 High Street East, Uppingham, Rutland, Leics LE15 9PY.
Please register the following delegates to the above-mentioned conference. Our cheque for £..... in favour of European Study Conferences Ltd is enclosed (£64.80 per person inclusive of VAT).
Title Initials Surname Position

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Progress in EEC railway co-operation

On 1 January the European commission produced a progress report on the preparation of a programme of measures designed to promote co-operation between the railway undertakings of the member states (the group of nine). The following article, based on a Department of Transport paper, outlines the commission's report.

During 1977 the commission and the group of nine discussed various aspects of co-operation. As a result, the group drew up a programme of short-term measures and a list of infrastructure projects of community interest which could be carried out within five years.

The group has concentrated on giving a sharp push to co-operation measures which fall within the competence of railway management leaving the initiative on strategic, long-term measures to national governments and the community. The programme drawn up by the group of nine is based on four principles. First, concentration on fairly limited measures to improve railways financial results; second, to give priority to freight traffic; third, to utilise the work of the international union of railways (IUR) throughout Europe as a whole and aim to promote more rapid implementation of IUR decisions and recommendations within the framework of the group of nine; finally, to co-operate with the Swiss and Austrian railways to ensure progress with all western European railways.

The short-term measures proposed by the group can be divided under three heads: 1 traffic movement; 2 commercial – freight and passenger; and 3 harmonisation and standardisation. (For details of the programme see box.)

The short-term programme was discussed by the commission with both the group of nine and government experts during the last quarter of 1977. Most of the measures, the report says, can be implemented without involving governments and the commission believes that the measures will improve rail services and profitability and therefore deserve to be implemented.

The commission's progress report agrees with the government experts that priority should be given to the elimination of frontier difficulties.

The commission is critical of the measures proposed for freight transport. Its view is that the measures do not constitute a proper programme. The commission feels that the type of commercial co-operation by the railways in the past has not been adequate in the face of increasingly strong competition from other forms of transport. The tariff formation policies vary from one railway to another. The commission considers that the tariffs have not been sufficiently harmonised and that the reasons given by the railways are not sufficiently convincing. The report suggests that within the group of nine a joint list of the problems should be drawn up so that, with the commission, measures which go beyond the present stage of commercial co-operation can be determined.

The report says the programme does not include any proposals on combined transport. To promote the development of both containers and 'piggy-back' transport the commission considers it necessary for the railways to standardise installations and rolling stock, improve the organisation of transport and trans-shipment operations, improve further the network of routes especially those for complete trains and establish a price system which meets the needs of the users. The commission will be submitting proposals on combined transport during 1978, but, the report says, the railways should be encouraged to develop combined transport.

In the report the commission puts forward supplementary proposals which would require more active assistance by national governments and community authorities. These measures, the report says, would be spread over a much longer period but could be started without delay.

The measures affect five main areas. On the first, crossing frontiers, the commission feels that there could be more efficient use of community transit systems for customs clearance – and that to speed up traffic movements at frontiers the infrastructure could be modernised. Also to avoid double checking goods there could be mutual recognition of certificates for health plant and veterinary control.

On its second measure the commission says that infrastructure co-operation should enable the railways – with the assistance of national and community bodies – to adapt future management policy to changes in economic patterns and to specific community requirements.

The commission's third supplementary measure concerns a study of the common commercial interest. It considers that financial optimisation at a national level is an obstacle to the pursuit of common interests. In the commission's view the present situation and possible measures such as the pooling of revenue should be studied in greater depth to find out the extent of the problems involved.

As a fourth measure the commission says that a priority programme should be drawn up to make the trade in railway stock and equipment easier within the community. This is in anticipation of open tendering for contracts.

The fifth measure states that the railways should collaborate in the preparation of their rolling-stock investment programmes to promote the construction of a more uniform fleet.

The short-term programme

Programme of traffic movement

The programme concentrates on reducing international freight traffic transit times by: 1 facilitating the crossing of frontiers; 2 improving the running of individual wagons; 3 co-ordinating the supervision of the running of international trains; and 4 encouraging more intensive use of railway equipment.

Crossing frontiers

The solutions to delays at frontiers are the responsibility of a variety of authorities. Some solutions can be achieved in the short-term, these are:

1 International Wagon Union record of wagon exchange. The present system of exchanging documents involves duplication and delay. Some railways have introduced simplified procedures as a result of bilateral agreements. In view of the diversity of situations bilateral agreements are preferable to international agreements and the railways of the group of nine have agreed to conclude agreements during 1978.

2 Technical inspections of rolling stock. Wagons are, in practice, inspected twice at frontiers. IUR leaflet 471R suggests methods of simplifying the procedure based on mutual confidence and the group of nine is to study the possibility of extending the scheme; bilateral discussions will take place during 1977-79.

3 Improvement of the forwarding of documents. These documents must arrive at the frontier not later than the wagons. Despite improvements in the system difficulties continue. The problems are being studied and initial conclusions are expected by the end of 1978.

Improving the running of individual wagons

Forwardings in the form of individual wagons represent a substantial traffic but there are difficulties. The IUR is defining measures to improve the situation. The group of nine considers that these measures should be obligatory from 1978, they include: international labelling and the formation of international trains.

Supervising the running of international trains

The group of nine has analysed the procedures used on each railway and drawn up a programme of specific proposals for improving telephone links in 1977 and 1978 and the concluding of bi-lateral agreements about the exchange of information by 1978.

More intensive use of rolling stock

The development of specialised rolling stock has lead to the need to revise earlier agreements about the common operating principles. The revision will require an in-depth long-term study. For passenger stock improved co-operation has already been achieved by means of bilateral agreements. For tractive stock, technical constraints reduce the possibilities for inter-running locomotives. The group of nine has concluded that the practical possibilities for extending inter-running are small.

Commercial freight programme

Market research

A programme of bilateral market research into the international transport of certain goods for 1977-79 has been prepared. Action is being taken to apply the results of the completed studies.

Tariff policy

Progress has been made in co-ordinating and improving international rail tariffs (Britain has agreed tariffs with France and Germany and Belgium).

The commercial freight programme also includes items under the following headings: intervention of transport auxiliaries at frontiers; introduction of a tariff per complete train and per heavy tonnage raft for bulky goods; preparation of general conditions for the uniform application of international freight tariffs.

Commercial passenger programme

This programme includes items under the following headings: harmonisation of reduction ratesf or parties, delegation of authority between railways for the application of special tariff measures; mutual recognition of reduced fare rail passes for the elderly; harmonisation of national rules for fixing fast-train supplements; other questions connected with passenger commercial co-operation: Eurail pass formula; Inter-rail formula; all inclusive tariff formula; reductions for children.

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries excl. shipping	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1976	1970	£ million	£ million			£ million 18,041	10,528	1,830	1,929	£ million		
1970	100.0	31,696	9,453	2,130	1,799	444	325	68	−16	695	−25	720
1971	101.8	32,675	9,682	1,991	1,930	92	−148	52	18	1,057	279	778
1972	104.2	34,542	9,797	1,739	2,071	34	−145	48	15	107	−701	808
1973	110.4	36,062	10,253	1,753	2,414	1,321	597	102	379	−910	−2,354	1,444
1974	109.5	35,361	10,287	2,028	2,414	596	634	81	−109	−3,538	−5,195	1,657
1975	107.9	35,257	10,062	1,745	2,034	−743	−429	−111	−65	−1,649	−3,205	1,556
1976	110.1	35,405	9,724	1,659	1,974	66	5	23	9	−1,166	−3,510	2,344
1977		35,147								109	−1,607	1,716
1976 1st qtr.	110.2	8,829	2,489	405	471	44	0	26	33	−70	−543	473
2nd qtr.	109.6	8,797	2,425	407	489	−57	−66	−20	−45	−352	−909	557
3rd qtr.	109.8	8,880	2,435	421	506	−1	−2	14	16	−399	−1,097	698
4th qtr.	110.8	8,899	2,375	426	508	80	73	3	5	−345	−961	616
1977 1st qtr.	109.8	8,761	2,248	419	507	155	125	51	102	−535	−949	414
2nd qtr.	110.0	8,665	2,231	432	509	235	164	39	−5	−351	−769	418
3rd qtr.	109.9	8,796	2,262	455	528	−81	−45	6	−44	495	−46	449
4th qtr.		8,925 pe								500	65	435 e
% change last 2 qtrs. on prev. 2 qtrs.	−0.3	+1.7	−2.8	+5.0	+2.2							
on a year earlier	+0.2	−0.3	−7.6	+7.1	+4.2							

	Industrial production		Personal expenditure		Prices and earnings					Labour (UK)			Visible trade (volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices		Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Export	Import
				monthly averages		% increase on a year earlier				mid-month count	% of total employees	mid-month count		
	at 1970 prices		at 1971 prices		(not seasonally adjusted)				(old series)				at 1975 prices	
Base of index £m in base year Series in	1970	1970	1971 16,296	thousands	Jan. 1974		1970	1970	Jan. 1970	thousands		thousands	1975 19,462	1975 22,667
1971	100.3	99.4	100.0	108.5	80.0	9.4	104.6	109.0	119.4	775.8	3.4	130.9	84.6	83.3
1972	102.5	102.0	105.3	138.6	85.7	7.1	109.2	114.8	134.8	854.9	3.7	147.3	84.5	92.4
1973	109.9	110.5	110.3	137.1	93.5	9.1	144.5	123.2	152.6	611.0	2.6	307.0	96.8	105.6
1974	106.9	108.9	109.0	102.8	108.5	16.0	215.3	152.0	179.6	599.7[1]	2.6[1]	302.7[1]	103.9	107.9
1975	101.5	102.2	106.7	97.2	134.8	24.2	235.4	188.7	227.6	929.0	3.9	150.0[1]	100.0	100.0
1976	102.0	103.1	106.5	104.7	157.1	16.5	299.0	219.6	263.3	1,269.8[1]	5.4[1]	120.4[1]	109.9	105.5
1977	102.3	103.6	103.8	107.1	182.0	15.8	340.1 p	261.7 p	288.5	1,378.1	5.8	155.6[1]	118.9	107.0
1977 1st qtr.	103.3	105.3	103.2	104	174.1	16.5	341.5	248.0	280.2	1,329.5	5.6	..	115.7	109.1
2nd qtr.	102.0	102.9	102.6	102	181.9	17.4	347.7	259.2	285.2	1,340.6	5.6	157.7	117.9	109.8
3rd qtr.	102.5	103.6	104.6	112	184.7	16.5	340.5	267.7	288.4	1,414.6	5.9	151.9	124.2	106.4
4th qtr	101.5 p	102.5 p	104.9	110	187.4	13.1	330.8 p	272.1 p	300.3 p	1,427.8	6.0	160.1	117.9	102.7
1977 Feb.	103.2	105.3	104.0	118	174.1	16.2	339.5	248.2	278.7	1,330.0	5.6	148.8	115.2	103.4
Mar.	103.3	105.5	101.7	102	175.8	16.7	347.2	250.8	283.8	1,328.5	5.6	154.0	116.5	107.0
Apr.	102.4	103.5	102.3	108	180.3	17.5	349.7	255.4	283.1	1,333.8	5.6	155.5	116.1	105.3
May	103.6	105.1	103.2	108	181.7	17.1	348.3	259.8	286.2	1,323.8	5.5	159.4	115.9	109.6
June	100.1	100.1	102.3	90	183.6	17.7	345.2	262.4	286.2	1,364.3	5.7	158.1	121.8	114.5
July	102.6	104.2	105.0	110	183.8	17.6	344.5	265.8	286.5	1,398.5	5.9	155.2	123.2	110.4
Aug.	102.6	103.3	105.2	124	184.7	16.5	338.8	268.1	288.7	1,410.3	5.9	153.4	123.4	101.3
Sept.	102.4	103.3	103.9	103	185.7	15.6	338.1	269.2	290.1	1,434.9	6.0	147.2	125.9	107.5
Oct.	101.1	102.2	103.3	118	186.5	14.1	333.8	271.0	294.6	1,431.5	6.0	156.0	119.6	101.4
Nov.	101.3	101.9	103.8	107	187.4	13.0	329.9	272.0	300.1	1,429.6	6.0	159.4	115.2	98.5
Dec.	102.1 p	103.3 p	107.0	104	188.4	12.1	328.7 p	273.3 p	306.1 p	1,422.3	6.0	165 0	118.9	109.1
1978 Jan.			106p		189.5	9.9	326.4 p	276.9 p		1,419.2	5.9	180.3	112.7 p	114.4 p
Feb.										1,409.0 p	5.9	187.0 p		
% change latest 3 months on prev. 3 months	−0.9	−1.1	+1.5	−2.4	+1.5		−2.5	+1.7	+4.1	−1.1			−6	+3½
on a year earlier	−1.4	−1.9	+0.3	−2.9	+11.7		−1.5	+14.7	+10.1	+6.8			+1½	−3

p Provisional pe Preliminary estimate e Estimate .. Not available [1] Average of available months

Inquiries: 01-215 3453

Engineering sales and orders up to November

SIC orders VII, VIII and IX

Provisional trend estimates and seasonally adjusted volume indices of engineering sales and orders up to November 1977, together with revisions to earlier months, now suggest that the previously rising trends of total sales and new orders were reversed during the last three months, but this reflects sharply lower figures for the latest month of November, which may prove later to be an erratically low month. The setback to sales was common to both home and export; and whilst most of the fall in new orders was attributable to the export side, there was no improvement from the home market. Both home and export order books were little changed.

From information recently received, it appears that the recovery in home sales previously commented on has not been sustained; although the third quarter of 1977 displayed some improvement over the second, the trend over the three months to November was again downwards, decreasing by 1 per cent. Although the trend estimate of new domestic orders showed a marginal increase over the same period, the most recent seasonally adjusted monthly figures show a fall since August and the receipt of new business seems at best steady at a rather low level. The orders inflow was broadly equal to the recent subdued trend of sales, however, so orders-on-hand remained flat, as they have been for just over a year following the cyclical decline.

The trend of new export orders fell by a further 5½ per cent between August and November, continuing the downward movement which was apparent throughout most of 1977. The failure to maintain the recovery of 1976 reflects in part the rather slow growth in world markets for engineering products, with some loss of price competitiveness also a contributory factor. Within the whole engineering sector however, there have been some big contracts signed in a few industries but these have so far failed to offset the depressed situation in others. Although the volume of export deliveries continued to increase for some months after the turndown in the inflow of new orders, they also have eased back again during the three months to November. There had been some improvement in export order books until the end of May, since when they have remained unchanged.

The combined effect of these movements in home and export markets resulted in a 1½ per cent fall in total new orders and a 2 per cent decrease in sales between August and November. As mentioned earlier these falls promptly reflect what may be erratically low

Notes to table

[1] This ratio shows the number of months work in the order book in the base year at the then average rate of sales. [2] For orders-on-hand, the percentage changes compare the level at the end of the latest period shown with the corresponding level for the earlier period. The percentage changes have been based on the unrounded values and are given to the nearest half percentage point. p Provisional.

Volume index numbers for the combined engineering industries up to November

	Total			Home			Export		
	1970 average = 100	1970 average monthly sales = 100		1970 average = 100	1970 average monthly sales = 100		1970 average = 100	1970 average monthly sales = 100	
	Orders-on-hand (end of period)	New orders	Sales	Orders-on-hand (end of period)	New orders	Sales	Orders-on-hand (end of period)	New orders	Sales
Ratio: orders-on-hand/av. monthly sales in 1970 [1]	6.7			6.3			7.6		
Trend estimates									
1975									
July	109	91	109	102	88	105	125	99	119
August	106	90	108	99	87	105	122	96	118
September	104	89	108	96	87	104	120	96	118
October	101	89	107	94	86	103	117	98	118
November	98	90	106	91	86	101	115	102	119
December	96	91	105	89	86	99	113	105	120
1976 p									
January	95	92	104	87	87	98	111	106	122
February	93	93	104	86	88	98	108	105	122
March	91	93	104	85	89	98	106	105	122
April	90	94	105	83	89	98	104	108	122
May	88	96	105	82	89	99	103	112	121
June	87	98	105	80	91	100	103	118	120
July	87	102	105	79	93	101	104	125	118
August	87	105	106	78	95	101	106	131	118
September	87	107	106	78	97	101	108	136	119
October	88	109	106	77	98	101	111	139	121
November	88	110	107	77	99	101	113	139	123
December	88	110	107	77	100	101	115	137	124
1977 p									
January	89	110	107	77	101	100	116	134	124
February	89	109	106	77	101	99	117	131	125
March	90	107	106	77	99	98	117	129	125
April	90	106	106	77	97	98	117	129	127
May	89	105	106	77	96	98	118	130	128
June	89	105	106	77	96	98	118	131	129
July	89	106	107	76	97	99	118	130	129
August	89	107	107	76	99	99	118	127	128
September	89	107	107	76	100	99	118	125	126
October	89	106	106	77	100	99	118	123	124
November	89	105	105	77	99	99	118	120	122
Percentage change [2] Aug-Nov 1977	—	−1.5	−2.0	+0.5	+0.5	−1.0	−0.5	−5.5	−4.0
Seasonally adjusted									
1970	99	100	100	100	100	100	97	101	100
1971	90	94	100	94	96	99	82	90	100
1972	97	104	100	101	107	103	88	96	92
1973	127	128	111	127	129	114	127	128	103
1974	127	115	115	121	110	113	141	128	119
1975	96	93	110	89	89	106	112	103	121
1976p	88	101	105	76	93	99	115	122	121
1976 p									
1st qtr	92	95	104	85	91	98	106	105	120
2nd	87	94	106	80	89	100	102	109	122
3rd	87	106	106	79	98	101	106	128	118
4th	88	107	105	76	93	99	115	146	124
1977 p									
1st qtr	90	111	107	78	105	101	117	127	122
2nd	89	105	106	76	94	97	119	135	130
3rd	90	108	107	77	102	100	117	125	128
1976 p									
January	95	101	108	87	92	103	113	125	120
February	93	94	104	87	97	99	109	87	118
March	92	89	99	85	84	92	106	102	120
April	90	96	108	84	94	102	104	101	123
May	88	93	110	81	84	103	102	115	129
June	87	95	100	80	89	95	102	111	114
July	87	104	105	78	85	99	107	156	119
August	87	110	106	79	108	103	107	116	114
September	87	104	106	79	101	101	106	112	120
October	88	113	109	77	97	106	111	154	118
November	88	109	104	76	92	98	115	156	122
December	88	99	103	76	89	92	115	127	131
1977 p									
January	89	121	112	77	112	107	117	145	126
February	90	112	109	78	112	104	116	113	121
March	90	100	101	78	92	93	117	123	120
April	90	110	108	78	103	100	117	129	129
May	90	103	102	77	88	93	119	144	127
June	89	101	108	76	90	98	119	131	133
July	88	101	109	75	92	100	118	126	132
August	90	118	106	77	115	100	118	125	121
September	90	106	107	77	100	99	117	122	129
October	89	106	109	76	98	104	118	129	124
November	89	99	100	76	92	92	118	117	120
Jun-Aug 1977 (av.)	90	107	108	77	99	99	118	127	129
Sep-Nov 1977 (av.)	89	104	105	76	97	98	118	123	124
Percentage change [2]	−1.0	−3.0	−2.0	−1.0	−2.5	−1.0	−0.5	−4.0	−3.5

November figures, but at best there has been no improvement in the new orders positions or rate of deliveries. The recent levels of sales and new orders have been very close, as on average they have been for several months, with the consequent effect that total orders-on-hand have remained unchanged. There has been very little movement in either home or export order books from the trough which was reached in mid-1976.

The revised figures published in this table are based on the Monthly Engineering Inquiry relating to November 1977. The response rate of 76 per cent to the inquiry for November 1977 is judged sufficient to justify publication of provisional indices for this month. Taking into account late returns now received for August, September and October response rates for these months were 91, 93 and 87 per cent respectively.

An expanded commentary, together with additional tables, is given in Business Monitor PM 33-36, Engineering (volume indices of sales and orders), obtainable from HMSO PO Box 569, London SE1 9NH, post free for a subscription of £3.06 per annum.Separate commentaries and volume indices are given for sales, orders-on-hand and net new orders for total, home and export markets, for mechanical, instrument and electrical engineering (SIC Orders VII, VIII and IX respectively).

Inquiries: Department of Industry, Room 618, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 5770.

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Index of industrial production for December

The provisional estimate for the total all-industries' index of industrial production in December 1977 is 102.1 and that for manufacturing alone is 103.3 (1970 = 100). The latest figures continue to suggest that the underlying level of industrial output changed little in recent months.

Before any adjustment for series which measure deliveries rather than production, the provisional estimates show that the average levels of the all-industries' index and the corresponding index for manufacturing industries in the fourth quarter 1977 were about 1 per cent below their levels in the preceding quarter. The analysis by broad market sector shows that, over the same period, the output of the consumer goods industries rose by about 1 per cent the output of investment goods industries fell by about ½ per cent and the output of the intermediate goods – that is fuels and materials – industries fell by about 3½ per cent.

On a longer-term comparison, the all-industries' index in the fourth quarter was 1½ per cent below the level in the same period a year ago; the corresponding change for manufacturing industries was a fall of about 2 per cent.

As an aid to interpretation of movements in the economy, the quarterly figures shown below represent industrial production by all industries other than those engaged by exploration for, and extraction of, mineral oil, natural gas and natural gas condensates on land and offshore:

1976	1st qtr	101.0	1977	1st qtr	102.4
	2nd	101.9		2nd	101.0
	3rd	101.2		3rd	101.5
	4th	102.4		4th	100.5

The index numbers presented in the adjoining tables are all seasonally adjusted. The seasonal adjustment process is designed to remove annually recurring month to month variations due, for example, to the incidence of holidays and other regular seasonal patterns of behaviour. The adjustments, however, can in general only be derived from analysis of past experience and may not be completely appropriate when holiday patterns change sharply. Changes in recent years in the amount and incidence of industrial holidays taken between Christmas and new year's day and around the spring bank holiday may not be fully reflected in the seasonally adjusted estimates.

Inquiries: 01-233 7239.

Index of industrial production: summary table

Seasonally adjusted — 1970 = 100

	Total all industries	All industries other than construction	Mining and quarrying	Total manufacturing industries	Food, drink and tobacco	Chemicals, coal and petroleum products	Metal manufacture	Engineering and allied industries	Textiles, leather and clothing	Other manufacturing	Construction	Gas, electricity and water
Weights	1 000	850	37	745	84	65	57	319	76	144	146	72
1971	100.3	99.8	100.0	99.4	100.7	102.3	91.3	98.7	102.2	100.8	103.1	104.0
1972	102.5	102.1	84.1	102.0	105.0	107.5	91.4	99.2	104.5	107.1	104.9	111.6
1973	109.9	110.5	92.6	110.5	109.3	119.5	100.0	107.2	110.1	118.9	107.0	118.3
1974	106.9	108.5	78.8	108.9	109.9	124.6	91.7	108.3	103.1	112.1	97.9	118.9
1975	101.5	103.1	86.0	102.2	108.7	113.3	78.6	103.1	99.5	102.2	92.6	120.8
1976	102.0	104.3	89.4	103.1	110.9	124.3	85.3	98.8	101.7	106.2	88.9	123.5
1977	102.3	105.7	104.1	103.6	112.6	126.9	80.4	99.3	101.5	107.4		128.0
1976												
3rd	101.5	104.2	87.3	103.4	112.5	125.4	86.4	98.5	101.7	106.7	86.4	119.8
4th	103.0	105.8	94.1	104.5	111.5	128.4	85.2	99.4	103.7	108.9	86.9	125.0
1977												
1st qtr	103.3	107.2	102.9	105.3	113.5	129.5	83.9	100.2	105.1	109.6	80.8	128.1
2nd	102.0	105.4	104.2	102.9	112.2	128.3	80.4	98.9	99.3	105.5	82.4	131.6
3rd	102.5	105.8	105.1	103.6	111.2	127.6	83.3	99.2	101.4	107.1	83.6	128.5
4th	101.5	104.4	104.4	102.5	113.7	122.3	74.2	98.9	100.1	107.3		124.1
1976												
Nov	103.2	106.0	94	104.7	111	131	85	99	103	109		125
Dec	103.3	106.2	96	104.2	111	128	84	99	105	109		131
1977												
Jan	103.4	107.3	101	105.2	113	125	87	101	105	109		132
Feb	103.2	107.0	103	105.3	114	132	83	99	106	110		126
Mar	103.3	107.2	105	105.5	114	132	82	100	105	110		126
Apr	102.4	105.9	103	103.5	114	128	77	100	101	106		131
May	103.6	107.3	105	105.1	112	130	89	101	101	108		130
Jun	100.1	103.2	105	100.1	110	127	74	96	96	102		133
Jul	102.6	106.0	104	104.2	113	126	87	100	103	107		125
Aug	102.6	105.9	105	103.3	109	130	79	99	100	109		132
Sep	102.4	105.7	106	103.3	111	127	85	99	102	106		129
Oct	101.2	104.0	104	102.2	113	122	75	99	101	106		122
Nov	101.3	104.1	104	101.9	113	123	70	99	99	107		127
Dec p	102.1	105.1	105	103.3	115	122	77	100	101	108		123
Percentage change latest three months on:												
1 previous three months	−0.9	−1.3	−0.7	−1.1	2.3	−4.2	−11.0	−0.4	−1.3	0.2		−3.4
2 a year earlier	−1.4	−1.3	10.9	−1.9	2.0	−4.8	−13.0	−0.5	−3.5	−1.5		−0.7

p Provisional

Index of industrial production: detailed analysis

Seasonally adjusted — 1970 = 100

	Mining and quarrying		Food, drink and tobacco		Chemicals, coal and petroleum products		Metal manufacture		Engineering and allied industries				
	Coal mining	Other mining and quarrying	Food	Drink and tobacco	Coal and petroleum products	Chemicals and allied industries	Ferrous	Non-ferrous	Total engineering	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering
Weights	30	7	52	32	7	58	43	14	182	100	15	67	16
1971	98.4	106.5	99.9	101 9	103.3	102.1	89.8	95.8	99.4	97.4	103.3	101.6	98.7
1972	76.4	116.3	104.0	106.5	102.5	108.1	89.4	97.3	99.1	93.6	101.9	106.6	89.5
1973	84.2	127.1	106.3	114.2	110.0	120.7	97.3	108.5	109.7	101.8	110.1	121.3	90.6
1974	70.0	115.0	104.5	118.8	106.0	126.9	87.7	104.2	113.1	106.2	117.8	122.6	92.4
1975	81.1	106.5	101.1	121.1	92.0	116.0	74.2	92.3	108.7	104.2	118.5	113.4	97.7
1976	74.7	150.1	103.7	122.7	96.3	127.8	82.0	95.5	103.6	97.4	113.3	110.8	92.0
1977	72.8	233.8	106.9	122.0	93.2	131.2	76.5	92.7	103.8	95.0	115.9	114.4	83.5
1976													
3rd	73.0	146.6	104.7	125.4	96.5	129.0	83.4	95.9	103.2	96.3	110.9	111.8	90.1
4th	73.6	178.9	104.1	123.7	97.9	132.2	81.6	96.5	104.0	95.5	117.8	113.7	91.4
1977													
1st qtr	74.1	221.8	107.7	122.9	95.9	133.7	79.3	98.1	106.0	98.5	113.4	115.6	79.8
2nd	73.4	231.6	106.2	122.0	94.3	132.6	76.7	91.8	102.4	94.5	118.0	110.8	89.7
3rd	72.3	240.6	106.6	118.6	92.7	132.0	80.9	90.7	103.8	94.3	116.3	115.1	82.2
4th	71.2	241.4	107.1	124.4	89.7	126.4	69.0	90.1	103.2	92.8	115.9	116.0	82.4
1976													
Nov	74	177	106	121	98	135	83	92	104	96	118	114	96
Dec	74	188	102	125	96	132	80	97	105	96	118	114	92
1977													
Jan	74	211	107	121	91	129	83	100	106	99	114	116	77
Feb	74	222	109	121	101	136	79	97	106	99	113	116	81
Mar	74	232	107	127	96	136	76	97	106	98	113	115	82
Apr	74	223	109	123	94	133	71	97	103	95	118	111	87
May	74	236	106	122	92	135	89	89	102	95	118	111	92
Jun	73	236	103	121	96	131	70	89	102	94	118	111	89
Jul	73	232	107	122	94	130	85	92	104	94	117	114	75
Aug	72	244	106	115	92	135	76	88	104	95	116	115	88
Sep	72	246	107	118	92	131	82	92	104	94	116	116	83
Oct	72	239	106	124	88	126	70	91	103	93	116	116	79
Nov	71	240	107	123	87	128	65	88	103	93	116	116	88
Dec p	71	245	108	126	94	125	72	91	103	92	116	116	80
Percentage change latest three months on:													
1 previous three months	−1.5	0.3	0.5	4.9	−3.2	−4.2	−14.7	−0.7	−0.6	−1.7	−0.4	0.8	0.3
2 a year earlier	−3.3	34.9	2.9	0.6	−8.4	−4.4	−15.4	−6.6	−0.8	−2.9	−1.6	2.0	−9.8

	Engineering and allied industries (cont)				Textiles, leather and clothing			Other manufacturing					
	Total vehicles	Motor vehicles	Other vehicles	Metal goods not elsewhere specified	Textiles	Leather, leather goods and fur	Clothing and footwear	Total bricks, pottery glass, etc.	Bricks, cement, etc	Pottery and glass	Timber, furniture, etc	Paper, printing and publishing	Other manufacturing industries
Weights	73	45	28	48	49	3	24	27	17	10	22	64	31
1971	100.2	100.5	99.7	93.3	100.6	103.0	105.4	108.4	107.0	110.5	103.0	97.3	99.8
1972	104.0	102.2	106.8	95.4	102.9	104.5	107.8	115.9	115.1	117.2	113.5	102.7	104.3
1973	107.6	104.6	112.6	102.9	108.6	101.1	114.6	126.8	123.7	131.7	132.6	112.1	116.7
1974	103.0	95.5	115.2	103.6	99.2	94.9	112.2	117.1	108.3	130.9	112.1	108.9	114.5
1975	95.3	87.8	107.6	95.0	93.8	92.9	112.2	107.9	99.7	120.8	110.2	95.6	105.5
1976	91.9	89.4	96.0	93.5	97.4	95.6	111.3	111.1	101.9	125.6	112.3	98.0	114.7
1977	92.8	94.2	90.4	97.4	93.5	89.9	119.4	108.3	95.5	128.4	105.3	102.1	118.8
1976													
3rd	91.6	89.0	95.7	94.1	97.5	94.7	111.4	112.6	102.5	128.3	113.1	98.5	114.0
4th	91.8	90.8	93.4	95.8	99.5	95.9	113.4	110.6	99.2	128.4	114.8	100.2	121.3
1977													
1st qtr	91.9	94.1	88.3	97.6	99.3	97.3	118.0	109.2	96.9	128.5	110.8	102.7	123.2
2nd	93.9	96.3	90.1	96.6	91.9	87.5	116.0	106.8	93.7	127.1	99.4	101.1	117.6
3rd	92.8	94.1	90.6	97.6	92.8	87.8	121.0	109.1	95.4	130.4	103.9	101.7	118.8
4th	92.6	92.5	92.7	97.7	90.0	87.0	122.7	108.3	96.0	127.5	107.2	102.9	115.5
1976													
Nov	92	91	94	94	99	96	111	112	100	131	113	99	124
Dec	89	88	91	96	100	96	116	111	99	130	112	100	120
1977													
Jan	94	99	87	97	100	97	114	109	95	130	111	102	122
Feb	88	87	88	98	100	97	121	108	97	124	112	103	125
Mar	94	96	90	97	98	97	119	111	98	131	109	103	123
Apr	96	100	91	98	94	88	117	106	93	126	103	101	118
May	98	102	93	100	94	88	117	110	96	133	102	102	122
Jun	87	87	87	92	89	88	114	104	92	122	93	100	112
Jul	96	98	92	100	95	88	121	108	93	130	104	101	119
Aug	91	92	90	97	91	88	120	109	96	129	106	103	121
Sep	92	93	90	96	93	88	122	111	97	132	102	101	117
Oct	92	91	94	97	92	87	122	107	94	129	107	101	115
Nov	90	88	93	97	90	87	118	109	96	128	104	103	118
Dec p	96	99	91	99	88	87	129	109	98	125	111	104	113
Percentage change latest three months on:													
1 previous three months	−0.2	−1.7	2.3	0.1	−3.0	−1.0	1.5	−0.7	0.6	−2.2	3.2	1.2	−2.8
2 a year earlier	0.9	1.9	−0.8	2.0	−9.5	−9.4	8.2	−2.1	−3.3	−0.7	−6.5	2.7	−4.8

p Provisional.

Average earnings in December and basic rates of wages in January

Indices of average earnings

Average earnings of employees in all industries and services in Great Britain are estimated to have risen by about 9.3 per cent between December 1976 and December 1977. This estimate is based on the new series of monthly index numbers of average earnings for the whole economy which was introduced from January 1976.

Over this 12-month period, average earnings in production and other industries covered by the older series, introduced from January 1963, increased by about 10.5 per cent.

The figures for recent months are:

New series (whole economy) Not seasonally adjusted

	Index Jan 1976 = 100	Percentage increase over previous 12 months
1977		
July	116.2	8.1
August	115.7	7.3
September	116.6	7.7
October	117.9	8.7
November	120.1	8.6
December p	121.6	9.3

p Provisional.

Older series (production industries and some services)

	Seasonally adjusted			Un-adjusted index: January 1970 = 100
	Index: January 1970 = 100	Percentage increase: Over previous month	Percentage increase: Over previous 12 months	
1977				
July	286.5	0.1	8.9	290.8
August	288.7	0.7	8.0	287.3
September	290.1	0.5	9.0	292.4
October	294.6	1.5	9.5	296.6
November	300.1	1.9	10.3	304.5
December p	306.1	2.0	10.5	304.4

p Provisional.

Indices of basic rates of wages

At the end of January 1978, nationally-negotiated basic weekly rates of wages of manual workers were on average 4.6 per cent higher than a year earlier. During January, the index of basic weekly rates increased from 231.5 to 232.8. The figures for recent months are:

	Indices, 31 July 1972 = 100		Percentage increases over previous 12 months	
	Basic weekly rates	Basic hourly rates	Basic weekly rates	Basic hourly rates
1977				
31 August	228.6	229.9	4.9	5.0
30 September	228.8	230.2	5.0	5.0
31 October	229.2	230.6	5.0	5.0
30 November	230.9	232.3	5.3	5.3
31 December	231.5	232.9	5.2	5.2
1978				
31 January	232.8	234.2	4.6	4.6

The indices only take account of changes in nationally-negotiated rates. The year-on-year increases consequently reflect that there have been no changes in such rates for engineering workers since February 1976.

Inquiries: Watford 28500 ext. 319.

Index of industrial production for Wales: third quarter 1977

The series presented in the following tables not only give results for the third quarter of 1977, but also include revisions, incorporating improvements in data and techniques, back to the base date 1970.

The overall level for all industries in the third quarter was 4 per cent higher than in 1970 (but 8 per cent lower than in 1973, a peak year).

The index of industrial production for Wales rose by 4 per cent between the second and third quarters of 1977. The United Kingdom index rose by 1 per cent. The major source of improvement was the ferrous metals industry, where output rose by 23 per cent. This increase marks a recovery to the levels prevailing in 1976 and the earlier part of the year from the artificially low position, due to industrial action, in the second quarter. Timber and furniture showed a strong increase in the quarter, but again only partially recovered lost ground; textiles and coal and petroleum products also improved. The other manufacturing industries sector exhibited a 9 per cent increase in output whereas there was a continued decline (−8 per cent in the quarter) in non-ferrous metals.

Over the year (third quarter to third quarter) there was no growth in industry as a whole and a 1 per cent fall in manufacturing output. The leader among manufacturing industries in the period was mechanical engineering, registering 8 per cent growth. Most other industries either experienced no growth at all or declined. Coal and petroleum products (−11 per cent), and paper (−9 per cent) were major contributors to this position. The construction industry, although still at a depressed level rose by 6 per cent over the year, and gains were also realised by the utilities (gas, electricity and water).

If the figures are considered on a market sector basis, the consumer goods sector showed the major rise over the quarter, followed by intermediate goods production. However, if the quarter is compared with the same time in the previous year, both the intermediate and consumer goods sectors were doing less well, and growth was confined to investment goods.

Inquiries: Cardiff (0222) 28066 ext. 394.

Table 1 Index of industrial production for Wales[1]

Seasonally adjusted indices 1970 = 100

			Manufacturing industries											
							Metal manufacture			Engineering and allied industries				
1968 SIC	Total: all industries	Mining and quarrying	Total: all manufacturing industries	Food, drink and tobacco	Coal and petroleum products	Chemicals and allied industries	Total	Ferrous	Non-ferrous	Total	Mechanical and instrument engineering	Electrical engineering	Vehicles (including ships and aircraft)	Metal goods n.e.s.
Weight per thousand	1 000	85	701	40	37	47	199	167	33	222	61	56	65	39
1971	99.9	101	100.7	106	103	112	94	94	94	101	97	104	104	97
1972	106.7	81	107.9	112	98	125	100	102	89	106	96	113	112	102
1973	112.7	77	117.4	120	106	131	101	99	113	120	110	140	115	113
1974	107.0	61	111.9	134	128	142	86	79	121	118	115	137	109	113
1975	99.4	72	102.9	146	99	128	71	64	108	115	106	150	103	100
1976	104.6	66	111.1	154	101	156	83	75	127	118	102	159	112	97
1970														
1st qtr	100.9	111	100.5	99	106	96	102	102	102	99	98	92	105	100
2nd	100.6	104	100.0	103	95	102	104	103	105	100	104	100	96	100
3rd	99.8	103	99.1	101	100	102	98	99	97	99	97	103	97	99
4th	98.7	82	100.6	98	98	101	96	96	96	102	102	107	102	98
1971														
1st qtr	103.4	109	104.8	103	104	112	101	104	89	105	104	111	105	96
2nd	99.1	101	100.0	106	108	109	89	88	97	103	103	108	104	93
3rd	98.3	99	98.6	109	93	108	96	96	98	98	85	106	102	100
4th	98.9	97	99.3	108	106	120	89	88	90	98	94	91	107	99
1972														
1st qtr	96.9	40	100.8	111	92	132	89	91	83	101	95	103	107	98
2nd	107.8	95	106.7	110	100	121	103	106	83	101	93	107	105	100
3rd	110.8	91	110.6	113	101	126	100	101	91	110	98	115	123	102
4th	111.3	97	113.6	116	98	123	107	108	99	112	100	129	111	110
1973														
1st qtr	111.9	89	114.9	107	98	124	106	104	118	114	106	131	108	114
2nd	111.5	83	117.2	117	95	133	103	103	104	119	105	136	120	115
3rd	114.2	76	119.1	123	114	134	98	96	109	123	118	143	118	112
4th	113.1	61	118.4	135	116	133	97	92	123	122	113	148	116	111
1974														
1st qtr	104.0	34	111.2	134	131	132	84	86	126	117	111	134	110	112
2nd	110.2	72	115.2	131	134	147	85	77	126	122	115	141	117	115
3rd	108.8	71	113.6	133	124	149	91	86	119	122	117	143	109	118
4th	105.2	68	107.8	139	125	139	82	77	112	113	116	128	101	107
1975														
1st qtr	106.5	77	109.6	147	103	125	92	88	114	118	108	150	105	108
2nd	97.7	72	99.9	147	105	123	61	53	106	116	110	157	95	102
3rd	96.7	70	100.9	151	95	126	64	55	109	114	104	149	102	97
4th	96.8	71	101.1	139	95	140	67	60	104	114	101	145	112	94
1976														
1st qtr	101.4	67	106.7	148	99	150	75	67	117	116	103	154	110	94
2nd	104.3	65	111.1	154	100	152	89	81	129	115	100	147	115	94
3rd	104.0	66	110.6	155	101	159	80	72	119	118	102	157	111	99
4th	108.7	66	116.0	160	105	163	89	78	144	124	104	177	113	99
1977														
1st qtr	105.3	61	113.0	154	97	169	83	75	122	121	109	161	111	98
2nd	100.3	63	104.8	153	85	163	69	61	113	116	110	158	98	98
3rd p	103.9	63	109.2	146	89	160	80	75	104	118	110	161	102	97

p Provisional. Small revisions to the series (going back to the start of the previous year) are normally made each quarter to take account of both more recent information and improved seasonal adjustment factors.
The series from first quarter 1970 to the fourth quarter 1975 will not be revised.

Inflation rate below 10 per cent per annum

The index of retail prices for all items for 17 January 1978 was 189.5 (15 January 1974 = 100). This represents an increase of 0.6 per cent on December 1977 (188.4) and of 9.9 per cent on January 1977 (172.4).

The rise in the index in January was due to increases in the prices of milk and some other foods, cigarettes and cars, and to increases in rail and bus fares. These increases were partially offset by lower prices for coffee and some articles of women's clothing.

Inquiries: Watford 28500 ext. 630.

Table 1 Index of retail prices

	All items				All items except seasonal foods		
	Index 15 Jan 1974 = 100	Percentage change over 1 month	6 months	12 months	Index 15 Jan 1974 = 100	Percentage change over 1 month	6 months
1977							
August	184.7	+0.5	+6.1	+16.5	184.9	+0.8	+7.2
September	185.7	+0.5	+5.6	+15.6	186.2	+0.7	+6.8
October	186.5	+0.4	+3.4	+14.1	187.3	+0.6	+4.8
November	187.4	+0.5	+3.1	+13.0	188.2	+0.5	+4.3
December	188.4	+0.5	+2.6	+12.1	189.0	+0.4	+3.6
1978							
January	189.5	+0.6	+3.1	+9.9	190.2	+0.6	+3.7

Table 2 Index of retail prices: commodity breakdown

	Indices (15 Jan 1974 = 100)		Percentage change over the month
	13 Dec 1977	17 Jan 1978	
All items	188.4	189.5	+0.6
All items excluding food	186.6	187.6	+0.5
Food	194.8	196.1	+0.7
Seasonal food	171.1	173.9	+1.6
Other food	198.9	200.4	+0.8
Alcoholic drink	188.3	188.9	+0.3
Tobacco	218.2	222.8	+2.1
Housing	163.8	164.3	+0.3
Fuel and light	220.0	219.9	−0.0
Durable household goods	174.7	175.2	+0.3
Clothing and footwear	164.7	163.6	−0.7
Transport and vehicles	196.4	198.7	+1.2
Miscellaneous goods	197.5	198.6	+0.6
Services	184.0	186.6	+1.4
Meals out	198.0	199.5	+0.8

Table 1 (*continued*) Seasonally adjusted: 1970 = 100

Manufacturing industries

Textiles, leather and clothing	Bricks, pottery, glass, cement, etc	Timber, furniture, etc	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water	1968 SIC
59	20	13	31	32	146	68	Weight per thousand
104	127	109	86	103	99	92	1971
114	133	128	98	126	103	134	1972
123	152	150	116	148	102	131	1973
107	135	124	94	146	90	149	1974
96	118	130	86	132	88	121	1975
92	129	141	88	158	78	142	1976
							1970
99	95	93	104	107	95	107	1st qtr
94	97	99	101	93	100	104	2nd
102	101	102	o3	95	103	96	3rd
105	108	107	102	105	102	93	4th
							1971
106	127	111	94	110	101	87	1st qtr
103	127	107	90	106	97	93	2nd
98	120	107	79	99	98	96	3rd
109	133	112	83	99	102	92	4th
							1972
100	126	115	88	115	103	116	1st qtr
116	131	127	93	123	107	136	2nd
121	132	129	102	135	106	148	3rd
122	143	143	107	130	97	136	4th
							1973
124	150	157	113	133	101	133	1st qtr
120	151	149	118	152	102	108	2nd
124	158	151	119	153	103	135	3rd
124	148	141	113	154	103	147	4th
							1974
117	142	126	96	137	89	150	1st qtr
122	136	127	98	153	90	160	2nd
96	133	127	95	142	89	149	3rd
94	129	117	88	151	94	149	4th
							1975
94	121	123	91	131	96	134	1st qtr
99	119	128	81	125	91	121	2nd
100	132	131	84	131	86	109	3rd
92	99	138	87	142	80	122	4th
							1976
95	127	138	88	147	81	133	1st qtr
89	129	141	91	158	78	140	2nd
90	129	142	89	168	76	144	3rd
97	132	143	86	159	79	150	4th
							1977
90	136	150	88	171	75	147	1st qtr
87	129	120	83	153	79	148	2nd
92	130	136	81	167	81	150	3rd p

Source: Welsh Office

Table 2 Index of industrial production for Wales: market sector analysis[1]

Seasonally adjusted: 1970 = 100

	Consumer goods	Intermediate goods	Investment goods
1970 weights per thousand[1]	137	594	123
1970			
1st qtr	100.7	101.3	97.5
2nd	102.7	101.7	98.3
3rd	97.6	100.3	99.0
4th	99.2	96.7	105.7
1971			
1st qtr	110.2	99.5	107.7
2nd	103.3	98.8	104.3
3rd	102.2	98.5	96.7
4th	103.2	97.8	97.7
1972			
1st qtr	112.9	90.7	96.5
2nd	115.4	110.1	93.9
3rd	123.0	108.9	112.7
4th	128.4	112.1	106.8
1973			
1st qtr	128.7	108.8	114.0
2nd	137.4	106.7	122.9
3rd	139.1	107.8	131.1
4th	141.5	106.2	128.4
1974			
1st qtr	123.4	98.2	125.2
2nd	129.6	106.6	133.1
3rd	131.0	103.7	130.8
4th	128.3	98.4	127.9
1975			
1st qtr	128.2	99.5	125.7
2nd	130.2	86.9	124.4
3rd	130.5	85.5	124.1
4th	130.4	88.1	124.7
1976			
1st qtr	132.5	94.6	123.0
2nd	137.2	100.5	118.7
3rd	142.2	98.0	122.0
4th	148.8	103.2	127.2
1977			
1st qtr	144.3	98.9	127.7
2nd	131.7	93.1	126.0
3rd	138.4	96.3	127.4

All advertisement inquiries and bookings should be addressed to our advertisement department, at 13 Great James Street, London WC1, telephone 01-242 9478.

Foreign arrivals up 19 per cent in first 11 months of 1977

During November 1977, the number of arrivals of foreign nationals entering the United Kingdom was 544 000 according to figures released by the Department of Trade and the British Tourist Authority this week. This figure represents a decrease of 9 per cent over the same month of 1976. Total arrivals for the first 11 months of 1977 have nevertheless increased by 19 per cent from 7 862 000 in 1976 to 9 344 000. The November results, taken with the figures for September and October which showed only modest increases on 1976, suggest that the peak of the tourist boom may have been reached in the third quarter of last year. It should however be noted that these year on year comparisons are with a period in 1976 when the flow of arrivals was increasing very rapidly.

These figures include all nationals of the EEC countries except the Irish Republic, and all other foreign nationals, while Commonwealth citizens are excluded. The figures are based on Home Office returns of passengers entering the United Kingdom. For details of categories included within the figures see notes 1 and 2 at the end of this article.

Arrivals of nationals of EEC countries in November were 278,000, 12 per cent below the figure for November 1976, although that month itself had shown a large increase on 1975. The largest decreases were of Belgium/Luxembourg nationals (down 31 per cent) and nationals of the Netherlands (down 22 per cent). All other nationals of the EEC countries showed a reduction in numbers of arrivals, except for those of Italy which showed an increase of 64 per cent. Here, however, there had been a particularly low figure for November 1976. Arrivals of nationals of EEC countries for the first 11 months of 1977 increased by 18 per cent to 4 992 000 from 4 244 000 for the same period of 1976.

The number of nationals of countries of the rest of western Europe arriving in the United Kingdom during November was 101 000 compared with 127 000 for November 1976, a decrease of 21 per cent. The largest decreases were of nationals of Norway (down 33 per cent), Austria (down 29 per cent) and Greece (down 27 per cent). Only nationals of Turkey and Yugoslavia showed increases, 27 per cent and 6 per cent respectively. As with the EEC, this overall decrease in numbers might have been expected to some extent, as November 1976 had shown a very large increase over 1975. Arrivals for the first 11 months of last year of nationals of countries of the rest of western Europe showed an increase of 21 per cent over the equivalent months of 1976.

The number of nationals of countries of the rest of the world arriving in the United Kingdom during November increased by 8 per cent, compared with November 1976, to 165 000. The increase for the first 11 months of last year was 20 per cent over the same period of 1976.

The number of United States nationals arriving in the United Kingdom during November increased by 2 per cent to 87 000 compared with 85 000 for the equivalent month in 1976. The increase for the first 11 months of the year was 20 per cent over the equivalent months of 1976.

The increase in the number of Japanese nationals arriving in the United Kingdom continued, with a rise of 43 per cent in November compared with 1976, and an overall increase during the first 11 months of the year of 16 per cent over the equivalent months of 1976.

Notes

The figures, collected by the Home Office, record the number of journeys made, so that a person who makes more than one journey is counted on each occasion. The figures for any particular country relate not to the place from which the passenger travelled, but to the fact that he or she was a foreign national admitted on the basis of holding a passport of that country.

Figures for the nationals of non-EEC countries include stateless persons, while an estimated addition has been made to the Home Office figures for the appreciable number of United States passengers arriving via the Irish Republic. All figures for non-EEC arrivals relate to visitors given leave to enter for less than 12 months ie holiday makers, business visitors, people coming to stay as guests of relatives or friends, other tourists, and those coming for permit free employment for less than 12 months. and also include passengers given leave to enter for any period for the purpose of taking up a course of study. These categories comprise approximately 90 per cent of all arrivals. For EEC countries, all arrivals are shown, irrespective of the passengers purpose of visit or expected length of stay. This follows the entry of the United Kingdom into the EEC, since when citizens of community countries are generally admitted to the United Kingdom without having to state their purpose of visit or expected length of stay.

Seasonally adjusted figures: Simple comparisons of monthly figures between one year and another, or between adjacent months, must be interpreted with caution. The seasonally adjusted figures may provide a better basis for comparison with other months or for judging current trends.

Inquiries: 01-212 5555.

Foreign arrivals

Thousands per month

	Total arrivals of nationals of EEC countries (excluding Irish Republic)		Foreign arrivals from non-EEC countries							
			Nationals of rest of western Europe (non-EEC)		Nationals of United States		Nationals of other foreign countries		Total nationals of non-EEC countries	
1968	144		34		73		29		136	
1969	174		40		95		35		170	
1970	199		47		117		41		205	
1971	214		53		129		46		228	
1972	232		59		134		51		244	
1973	265		70		131		62		263	
1974	280		75		107		68		250	
1975	314		87		99		80		267	
1976	379		113		121		89		322	
1976	UA	SA	UA	SA	UA	SA	UA	SA	UA	SA
January	176	324	54	98	53	113	55	83	163	294
February	172	343	56	99	46	121	56	107	158	327
March	293	358	73	104	70	108	66	80	209	292
April	387	353	112	100	99	115	66	83	276	298
May	402	374	90	98	141	121	78	82	308	301
June	426	380	132	102	174	117	101	87	406	306
July	749	375	217	105	204	114	166	94	587	313
August	592	368	141	108	187	124	151	92	479	326
September	364	360	114	108	191	132	112	82	417	322
October	367	417	128	130	124	128	81	83	334	341
November	315	450	127	154	85	128	68	100	280	382
December	304	444	107	145	75	127	71	98	244	363
1977										
January	224	435	84	151	68	144	66	100	217	395
February	260	495	89	156	56	147	61	116	206	419
March	355	412	113	154	85	131	85	103	283	388
April	495	456	149	160	123	143	79	99	352	402
May	490	456	125	140	181	154	94	99	400	393
June	489	438	157	120	231	156	128	110	516	386
July	927	465	270	129	245	137	202	114	717	380
August	669	416	155	120	212	145	181	111	548	376
September	410	405	128	120	196	134	135	99	459	353
October	395	449	131	131	158	162	99	101	387	394
November	278	428	101	127	87	135	79	116	266	378
Jan-Nov 1976	4 244		1 244		1 374		1 001		3 619	
Jan-Nov 1977	4 992		1 502		1 642		1 208		4 352	

Total arrivals: All nationals of EEC countries admitted to the UK irrespective of intended length of stay or purpose (excluding Irish Republic).

Foreign arrivals (non-EEC): Nationals of countries other than EEC or the Commonwealth admitted for less than one year for selected purposes—see notes

UA Unadjusted Home Office. SA Seasonally adjusted Dept. of Trade.

Turnover of the motor trades: fourth quarter 1977

The total turnover of the motor trades in the fourth quarter of 1977 was 17 per cent higher than in the fourth quarter of 1976. On the same comparison, new vehicle sales increased by 22 per cent, used vehicle sales increased by 28 per cent and other sales and receipts (which include sales of petrol and oil, tyres, spares and accessories and receipts from servicing and repairs) rose by 12 per cent.

In the year 1977 as a whole, the turnover of the motor trades was 22 per cent higher than in 1976, the increases in sales of new and used vehicles being 26 and 24 per cent respectively, while other sales and receipts rose by 18 per cent.

The statistics are of turnover at current prices. Movements therefore include the effect of price changes, including changes in purchase tax before the second quarter of 1973, the introduction of VAT and car tax from the second quarter of 1973, the introduction of VAT on petrol from the second quarter of 1974, and subsequent changes in the rates of VAT. The turnover includes transactions between dealers in addition to final sales. Vehicles include commercial vehicles as well as private cars and motor cycles.

The estimates for Q3 1977 have been revised to take account of additional information from late returns.

The figures are not seasonally adjusted.

The returns made by a voluntary panel are used to project the figures of turnover in a base year (1972) obtained in a comprehensive inquiry to motor traders.

Inquiries: 01-215 3177.

Turnover of the motor trades: index numbers

Index numbers of turnover per quarter at current prices (including purchase tax or VAT and car tax)

Percentage change compared with a year earlier in brackets — 1972 = 100

	Total turnover	New vehicle sales	Used vehicle sales	Other sales
Turnover in 1972 (£ million)	(8,109)	(3,089)	(1,373)	(3,647)
1972	100	100	100	100
1973	111 (+11)	110 (+10)	102 (+2)	115 (+15)
1974	119 (+7)	106 (−3)	100 (−2)	137 (+19)
1975	143 (+20)	123 (+16)	128 (+28)	166 (+21)
1976	174 (+22)	159 (+29)	158 (+24)	192 (+16)
1977	212 (+22)	201 (+26)	196 (+24)	227 (+18)
1972				
1st qtr	95	94	100	93
2nd	105	109	107	101
3rd	102	101	103	104
4th	98	96	90	102
1973				
1st qtr	117 (+23)	126 (+34)	119 (+18)	109 (+17)
2nd	110 (+5)	110 (+1)	103 (−3)	113 (+12)
3rd	114 (+12)	111 (+10)	108 (+5)	119 (+15)
4th	102 (+4)	93 (−3)	80 (−12)	118 (+16)
1974				
1st qtr	108 (−8)	102 (−20)	87 (−27)	120 (+10)
2nd	122 (+11)	112 (+2)	106 (+3)	136 (+20)
3rd	126 (+11)	110 (−1)	111 (+3)	146 (+22)
4th	121 (+18)	102 (+10)	95 (+20)	147 (+24)
1975				
1st qtr	137 (+27)	127 (+25)	116 (+33)	152 (+27)
2nd	148 (+21)	129 (+15)	136 (+27)	168 (+23)
3rd	152 (+21)	131 (+19)	143 (+29)	174 (+19)
4th	135 (+12)	105 (+3)	117 (+23)	168 (+15)
1976				
1st qtr	166 (+22)	161 (+27)	153 (+32)	175 (+15)
2nd	176 (+19)	162 (+25)	170 (+26)	189 (+12)
3rd	178 (+17)	159 (+22)	167 (+17)	199 (+15)
4th	176 (+30)	155 (+48)	143 (+22)	205 (+22)
1977				
1st qtr	203 (+22)	199 (+23)	189 (+24)	211 (+21)
2nd	210 (+20)	197 (+22)	196 (+15)	226 (+19)
3rd (revised)	230 (+29)	220 (+39)	215 (+29)	243 (+22)
4th	206 (+17)	189 (+22)	184 (+28)	229 (+12)

Consumers' expenditure: fourth quarter 1977

The second preliminary estimate of consumers' expenditure in the fourth quarter of 1977 is £8,925 million (revalued at 1970 prices and seasonally adjusted). This is an increase of £85 million over the first estimate issued on 19 January and represents an increase of about 1½ per cent over the third quarter of 1977.

In the fourth quarter of 1977, it is estimated that expenditure on food increased sharply from its low third quarter level, while other areas of retail sales showed little change.

Expenditure on alcoholic drink is estimated to have fallen slightly.

Release dates of economic statistics to be published in March

Information in this table is issued by the Central Statistical Office on behalf of the Government Statistical Service and other organisations as a guide to the dates of publication of major economic series in March 1978. The dates are those which departments, or other organisations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Inquiries about individual series should be addressed to the source named.

Publication date and series	Method of release	Source
2 Thurs		
UK official reserves (Feb)	PN	HM Treasury
Capital issues and redemptions (during the month of February)	PN	Bank of England
Unemployment (Jan – final)	*Gazette*	Department of Employment
Employment in the production industries (Dec)	*Gazette*	Department of Employment
Overtime and short-time working in manufacturing industries (Dec)	*Gazette*	Department of Employment
Stoppage of work due to industrial disputes (Jan)	*Gazette*	Department of Employment
3 Fri		
Public sector borrowing requirement and details of local authority borrowing (4th qtr)	PN	CSO
6 Mon		
Wholesale price index numbers (Feb – prov)	PN	Department of Industry
Housing starts and completions (Jan)	PN	Department of the Environment
Hire purchase and other instalment credit business (Jan)	PN	Department of Trade
Retail sales (Jan – final)	PN	Department of Trade
7 Tues		
UK banks' eligible liabilities, reserve assets, reserve ratios and special deposits (mid-Feb)	PN	Bank of England
London clearing banks' monthly statement (mid-Feb)	PN	CLCB
8 Wed		
United Kingdom balance of payments (4th qtr)	PN	CSO
Construction – output (4th qtr)	PN	Department of the Environment
9 Thur		
Central Government financial transactions (including borrowing requirement) (Feb)	PN	HM Treasury
Provisional figures of vehicle production (Feb)	PN	Department of Industry
10 Fri		
Usable steel production (Feb)	PN	BSC/BISPA
Company liquidity survey (4th qtr)	*Trade and Industry*	Department of Industry
Building Societies' receipts and loans (Feb)	PN	BSA
13Mon		
Retail sales (Feb-prov)	PN	Department of Trade
14 Tues		
Balance of payments current account and overseas trade figures (Feb)	PN	Department of Trade/ CSO

Publication date and series	Method of release	Source
15 Wed		
Index of industrial production (Jan-prov)	PN	CSO
Basic rates of wages and normal weekly hours (Feb)	PN	Department of Employment
Monthly index of average earnings (Jan)	PN	Department of Employment
16 Thur		
UK banking sector statistics (4th qtr)	Bulletin	Bank of England
Financing of the Central Government Borrowing Requirement (4th qtr)	Bulletin	Bank of England
Money Stock (4th qtr)	Bulletin	Bank of England
UK banks' assets and liabilities and the money stock (mid-Feb)	PN	Bank of England
London dollar and sterling certificates of deposit (mid-Feb)	PN	Bank of England
Cyclical indicators for the UK economy (Feb)	PN	CSO
17 Fri		
Retail prices index (Feb)	PN	Dept. of Employment
19 Sun		
Department for National Savings' monthly progress report (Feb)	PN	Department for National Savings
20 Mon		
National Food Survey report on consumption (4th qtr)	PN	MAFF
Construction – new orders (Jan)	PN	Department of the Environment
Gross domestic product (4th qtr – prov)	PN	CSO
21 Tues		
Unemployment (Mar – prov)	PN	Department of Employment
Unfilled vacancies (Mar – prov)	PN	Department of Employment
Car and commercial vehicle production (Feb-final)	PN	Department of Industry
22 Wed		
Capital expenditure by the manufacturing, distributive and service industries (4th qtr – rev)	PN	Department of Industry
Manufacturers' and distributors' stocks (4th qtr – rev)	PN	Department of Industry
Bricks and cement production (Feb)	PN	Department of the Environment
23 Thur		
Finished steel consumption and stock changes (4th qtr – final)	PN	Department of Industry
New vehicle registrations (Feb)	PN	Department of Transport
24 Fri		
Sales and orders in the engineering industries (Dec)	*Trade and Industry*	Department of Industry
29 Wed		
Quarterly analysis of bank advances (mid-Feb)	PN	Bank of England
30 Thur		
Unemployment (Feb-final)	*Gazette*	Department of Employment
Employment in the production industries (Jan)	*Gazette*	Department of Employment
Overtime and short-time working in the manufacturing industries (Jan)	*Gazette*	Department of Employment
Stoppages of work due to industrial disputes (Feb)	*Gazette*	Department of Employment
Energy Trends	PN	Department of Energy

PN = Press Notice

Cost indices for the aerospace and radio, radar and electronic capital goods industries

December's figures are given below. Attention is drawn to the footnotes: an explanation of the compilation of the indices was given in the introductory article in *Trade and Industry* on 3 February.

Cost indices for the aerospace and radio, radar and electronic capital goods industries (MLH 383 and 367 respectively)

1970 = 100

	1976	1977										
	Dec p	Jan p	Feb p	Mar p	Apr p	May p	Jun p	Jul p	Aug p	Sep p	Oct p	Nov p	Dec p
1 BOUGHT OUT FINISHED GOODS													
Aerospace industry	246.5	250.0	251.6	254.6	256.1	259.2	259.3	261.7	262.1	264.2	267.3	272.3	273.3
Airframe sector	242.5	245.9	247.5	250.6	251.9	254.9	254.8	257.3	258.4	259.9	263.1	268.2	269.4
Aero-engine and aero-engine parts sector	249.4	253.1	254.7	257.7	259.2	262.5	262.7	265.4	265.3	267.9	270.9	275.3	276.3
Aero-engine parts sector	243.1	247.2	249.1	252.2	254.0	256.7	257.4	260.4	262.3	264.0	267.4	270.6	272.3
Aircraft component sector	251.5	255.3	256.9	260.0	261.4	264.5	264.6	267.2	267.0	269.4	272.1	276.3	277.2
2 OTHER PURCHASED MATERIALS													
Aerospace industry	299.3	304.5	307.2	309.9	309.9	310.2	309.9	313.5	315.2	318.3	319.8	317.5	317.3
Airframe sector	278.6	283.0	285.9	289.1	289.9	290.7	292.0	297.3	301.2	303.4	304.8	303.1	303.7
Aero-engine and aero-engine parts sector	295.6	300.4	303.8	305.0	305.0	305.1	304.9	307.9	310.2	315.6	318.9	317.6	317.6
Aero-engine parts sector	318.0	324.1	326.5	329.0	328.6	328.8	327.6	330.3	330.5	333.8	335.2	332.4	331.7
Aircraft components sector	308.2	314.2	316.7	320.0	319.6	319.8	318.9	322.2	322.7	324.0	324.3	321.0	320.7
3 ALL PURCHASES OF GOODS													
Aerospace industry	263.9	268.0	269.9	272.9	273.8	276.0	276.0	278.8	279.6	282.1	284.6	287.2	287.9
Airframe sector	250.8	254.4	256.3	259.4	260.7	263.1	263.4	266.5	268.3	269.9	272.7	276.2	277.3
Aero-engine and aero-engine parts sector	266.0	270.1	272.1	274.7	275.7	277.8	277.9	280.7	281.4	285.0	288.2	290 5	291.2
Aero-engine parts sector	273.4	278.3	280.4	283.3	284.2	285.9	285.8	288.7	289.9	292.2	294.8	295.6	296.3
Aircraft components sector	284.9	290.0	292.1	295.3	295.7	297.1	296.6	299.6	299.8	301.6	302.8	302.6	302.8
Radio, radar and electronic capital goods industry	239.7	243.9	246.9	250.5	252.7	256.3	256.9	259.2	261.0	262.1	264.5	268.7	269.6
4 SALARIES AND GENERAL EXPENSES													
Aerospace industry	242.1	245.3	245.8	248.0	249.7	253.7	253.7	255.6	253.8	256.2	258.7	264.5	265.1
Airframe sector	240.8	243.8	244.1	246.3	247.8	252.0	251.8	253.6	251.6	254.2	256.8	262.9	263.6
Aero-engine and aero-engine parts sector	247.0	250.8	251.3	253.3	255.2	259.3	259.3	261.1	259.5	261.9	264.2	269.8	270.4
Aero-engine parts sector	239.9	243.2	244.1	246.3	248.2	252.1	252.4	254.4	253.0	255.4	257.8	263.3	263.9
Aircraft components sector	237.5	240.4	240.8	243.0	244.6	248.5	248.4	250.2	248.3	250.7	253.2	259.1	259.7
Radio, radar and electronic capital goods industry	224.2	225.8	226.5	229.5	230.1	231.9	230.6	231.7	233.3	233.5	236.2	247.5	248.0
5 HOURLY EARNINGS OF ADULT MANUAL WORKERS													
Aerospace in dustry	249.7	250.8	251.3	254.5	254.2	259.4	258.1	260.3	256.5	260.2	263.8	273.1	273.8
Radio, radar and electronic capital goods industry	271.8	270.7	272.0	278.3	278.1	280.0	277.3	278.8	281.1	281.9	286.2	304.5	305.1
6 COMBINED COSTS													
Aerospace industry	252.4	255.5	256.5	259.2	260.2	263.8	263.4	265.8	264.5	267.3	270.0	275.4	276.0
Airframe sector	246.4	249.2	250.1	252.9	253.8	257.7	257.4	259.7	258.7	261.2	264.1	270.0	270.9
Aero-engine and aero-engine parts sector	254.8	258.0	259.1	261.6	262.6	266.2	266.0	268.2	267.0	270.1	273.1	278.3	279.0
Aero-engine parts sector	253.0	256.1	257.2	259.9	260.8	264.5	261.2	266.5	265.1	267.9	270.7	276.1	276.7
Aircraft components sector	255.9	258.9	259.8	262.6	263.2	266.8	266.2	268.5	266.6	269.2	271.7	276.9	277.4
Radio, radar and electronic capital goods industry	239.3	241.6	243.5	247.3	248.5	251.2	250.5	252.3	254.1	254.8	257.6	266.8	267.5

Definitive information on earnings for both manual and administrative, technical and clerical (ATC) workers is available only for certain months of the year – manual earnings information is available for MLH 383 for April and October but for MLH 367 in respect of October only; ATC salaries information for both industries is available for April of each year.

The indices of combined costs are based on the assumption of no change in productivity.

Revisions to series brought about as a result of ATC salaries information becoming available will be shown in the article published on 8 December and will affect indices from May the preceding year up to and including those of August.

Revisions to series incorporated as a result of manual earnings information from the October survey will be published in the article appearing on 7 April and will affect series from the preceding May up to and including December. The results obtained from the April aerospace survey will affect indices from the preceding November up to and including June and will be shown in the article published on 6 October.

The cost index tables previously D1-D5 and D7 have now been redesignated sections 1 to 6 in the table.

p Provisional.

Selective financial assistance under the Industry Act 1972

Regional selective assistance: offers of £10,000 or more

The table shows offers of £10,000 or more made since 31 July 1974 under section 7 of the Industry Act 1972 against which a first payment to the company concerned was made in the period 1 October to 31 December 1977. Offers of interest relief grant with a loan equivalent of £10,000 or more are also shown. **Inquiries:** 01-211 4216.

Area and company	Type of assistance committed (see notes at foot of table)	Amount of assistance committed (£)	Standard industrial classification (minimum list heading): the activity involved is production unless otherwise stated	Reason (see notes at foot of table)
Scotland				
Aberdeen Cold Storage Co Ltd	IRG	16 200	Fish products (preservation)	A
Alert Seafoods (Aberdeen) Ltd	IRG	3 850	Fish products	A
Ayrshire Flooring Co Ltd	IRG	5 875	Timber	A
British Carpets Ltd	IRG	1 225 000	Carpets	B
T. M. Brodie Esq. (Brodie Label Services)	IRG	4 750	Printing and publishing	A
Caledonian Peat Products Ltd	IRG	16 450	Mining and quarrying	A
Claymore Management International Facilities Ltd	RG × 2	64 400	Business services	A
Clyde Canvas Goods and Structures Ltd	IRG	42 300	Made-up textiles	A
Devro Ltd	IRG	120 750	Meat products	A
Adam Fleck Ltd	IRG	23 850	Bread and flour confectionery	A
Fortronic (Fife) Ltd	IRG	36 800	Electronic engineering	A
J. W. Galloway Ltd	LN	200 000	Bacon curing, meat products	A
Hiplon Ltd	IRG	28 500	Metal working machine tools	A
How Fire Protection Scotland Ltd	IRG	29 250	Mechanical engineering machinery	A
Kingswell Bodybuilders Ltd	IRG	14 625	Motor vehicles	A
Larkhall Steel Casting Ltd	IRG	81 563	Iron and steel	A
Robert Mackie and Co (Knitwear) Ltd	IRG	7 560	Hosiery and other knitted goods	A
Neptune International Corporation (Glenfield and Kennedy Valves Ltd)	IRG	992 250	Pumps, valves and compressors	B
Playtex Ltd	IRG	23 500	Dress industries	A
Scofisco Ltd	IRG	129 250	Fish products	A
Scottish Agricultural Industries Ltd	IRG	45 000	Fertilisers	A
Triton Tool and Gauge (Bellshill) Ltd	IRG	25 200	Engineers' small tools and gauges	A
Vickers Ltd (John Hastie)	GR	1 180 000	Marine engineering	B
Weir Pumps Ltd	IRG	472 500	Pumps, valves and compressors	B
A. C. Yule and Son Ltd	IRG	12 925	Glass	A
Total		4 802 348		
Wales				
Asphaltic London Ltd	IRG	8 900	Abrasives and building materials	A
Control Data Ltd	IRG	50 000	Electronic computers	A
DB Plastics Ltd	IRG + RG	51 000	Paper and board products	A
Dobson and Crowther Ltd	IRG	30 000	Paper and board products	A
Flextank Ltd	IRG	16 000	Synthetic materials	A
G and J Metal Products Ltd	LN	25 000	Iron and steel	A
Independent Twine Manufacturing Co Ltd	IRG	3 360	Plastics products	A
Johnson British Wood Crafts Ltd	IRG	84 000	Furniture and upholstery	A
Singlo Holdings Ltd	IRG	25 300	Fruit and vegetable products	A
Whitbread and Co Ltd	IRG	338 000	Wooden containers and baskets	A
Total		631 560		
Yorkshire/Humberside				
Abbey Tubes Ltd	IRG	7 000	Steel tube stockholders	A
Allform Tools Ltd	IRG	16 630	Tools and gauges	A
E. J. Arnold and Son Ltd	IRG	90 208	Printing and publishing	B
Ashlow Steel and Engineering Co Ltd	IRG	58 492	Mechanical engineering machinery	A
Ernest Bennett (Sheffield) Ltd	IRG	8 526	Hand tools	A
Bestobell Valves Ltd	IRG	36 768	Pumps, valves and compressors	A
Ceridec Ltd	IRG	3,430	Glass	A
Chambers and Fargus Ltd	IRG	5 388	Oils and fats	A
John Croysdale and Sons Ltd	IRG	19 250	Grain milling	A
Elsworth Ltd	IRG	5 688	Tools and gauges	A
Fowler and Holden (Grimsby) Ltd	IRG	4 200	Iron castings	A
Furniture Productions (Bradford) Ltd	IRG	15 414	Furniture	A
Glastics Ltd	IRG	14 676	Glass	A
Greco's Biscuits Ltd	IRG	3 020	Biscuits	A
Harlands of Hull Ltd	IRG	28 665	Printing and publishing	A
Haywood Tyler and Co Ltd	IRG + RG	182 214	Pumps, valves and compressors	A
Heals Electronics Ltd	IRG	3 021	Scientific and industrial instruments	A
Jiffy Garden Products Ltd	RG × 3	17 825	Peat dealings	A
JCH Castings Ltd	IRG	11 597	Iron and steel	A
Kluber Lubrication (GB) Ltd	IRG	5 172	Lubricating oil and greases	A
Lifting Gear Products (Engineering) Ltd	IRG	11 587	Mechanical handling equipment	A
Lockwood and Carlisle Ltd	IRG	7 216	Marine engineering	A
Marley Extrusions Ltd	IRG	37 984	Plastics products	A
Marley Extrusions Ltd	IRG + RG	16 720	Plastics products	A
J. E. Mather and Sons	IRG	10 000	British wines	A
Nibb-It International (UK) Ltd	IRG	30 030	Fruit and vegetable products	A
G. H. Norton and Co Ltd	IRG	18 899	Woollens and worsted	A
Nypro (UK) Ltd	IRG	574 000	General chemicals	A
Plasmor Ltd	IRG	34 020	Abrasives and building materials	A
James Robinson and Co Ltd	IRG	19 040	Dyestuffs and pigments	A
Rosedale Quilts Ltd	IRG	4 227	Made-up textiles	A
C. Rosen and Sons Ltd	IRG	5 868	Footwear	A
Safepack Ltd	IRG	16 953	Paper and board	A
Schwitzer Engineered Components (Wallace Murray Ltd)	IRG	21 734	Motor vehicle manufacturing	A
Leonard Silver (Sheffield) Ltd	IRG	28 195	Jewellery and precious metals	A
Smith and Nephew Plastics Ltd	IRG	8 400	Synthetic materials	A
Star Sportswear Ltd	IRG	6 056	Sportswear goods	A
Superla Tube Manipulators Ltd	IRG	6 780	Steel tubes	A
United Biscuits Ltd	IRG	201 600	Fruit and vegetable products	A
Walker's Rotary (Holdings) Ltd	IRG	9 960	Electrical machinery	A
Webbs Poultry Products (Bradford) Ltd	IRG	17 660	Meat products	A
Total		1 624 113		
North West				
Actus Engineering Ltd	IRG	4 700	Mechanical engineering	A
Edward W. Andrew Ltd	IRG	5 280	Woollens and worsted	A
Ashton Bros and Co Ltd (Courtaulds Ltd)	IRG	5 040	Household textiles	A
Ault and Wiborg Ltd	IRG	4 970	Chemical industries	A
Automet Filtration Ltd	IRG	6 051	Mechanical engineering machinery	A
Bee Mouldings Ltd	IRG	19 950	Plastics products	A
Bell, Sons and Co (Druggists) Ltd	IRG	19 710	Pharmaceutical chemicals and preparations	A
Bell Woven Label Co Ltd	IRG	6 300	Narrow fabrics (labels)	A
Bowater Industrial Packaging Ltd	IRG	22 800	Packaging products	B
Butlers (Manchester) Ltd	IRG	2 112	Bedding etc	A
Certasleep Ltd	IRG	17 150	Metal industries	A
Colgate-Palmolive Ltd	IRG	36 000	Made-up textiles	A
Colloids (Widnes) Ltd	IRG	5 040	Synthetic materials	A
C. M. Coote Ltd	IRG	2 220	Mechanical engineering	A
Dan-Air Engineering Ltd	IRG + RG	13 952	Aerospace equipment	A

Area and company	Type of assistance committed (see notes at foot of table)	Amount of assistance committed (£)	Standard industrial classification (minimum list heading) : the activity involved is production unless otherwise stated	Reason (see notes at foot of table)
Dubilier Rectiphase Ltd	IRG	19 000	Industrial capacitors	A
Elmore Fashions Ltd	IRG	17 500	Women's and girls' outerwear	A
Ferranti Ltd	IRG	9 960	Electronic capital goods	A
Fine Art Developments Ltd	IRG + RG	73 156	Printing and publishing	A
Formula Contracts (Material Handling) Ltd	IRG	185 000	Wire and wire manufactures	A
Fothergill and Harvey Ltd	IRG	28 200	Synthetic materials	A
Globe Print Services (Merseyside) Ltd	IRG	3 414	Printing and publishing	A
The Golden Glow Nut Food Co Ltd	IRG	4 613	Food	A
Greenwood and Coope Ltd	IRG	9 870	Carpets	A
Harrison and Jones Ltd	IRG	13 865	Furniture and upholstery	A
Heads (Congleton) Ltd	IRG	5 558	Newspaper publishing	B
Hewitt Brannon (Machined Parts) Ltd	IRG	1 620	Mechanical engineering	A
Janstorp International (Malta) Ltd	IRG	73 800	Women's wear	A
Kleen Line (PH) Ltd	LN	25 000	Mechanical engineering	A
KSM Stud Welding Ltd	RG × 3	20 524	Industrial machinery dealings	A
The Metallic Valve Co Ltd	IRG	20 250	Pumps, valves and compressors	A
Microcom Business Systems Ltd	IRG	17 000	Business services	A
New Cheshire Salt Works Ltd	IRG	6 400	Mining and quarrying	B
Panda Plastics Ltd	IRG	6 000	Plastics products	A
Ed Parsons Ltd	IRG	9 200	Mechanical engineering machinery	A
Polyset Products Ltd	IRG	29 900	Plastics products	A
Leslie Powell and Co Ltd	IRG	18 800	Men's and boys' outerwear	A
Quaker House Colliery Co Ltd	IRG	29 138	Coal mining	A
Radiola Ltd	IRG	4 573	Plastics products	A
The Ravenhead Co Ltd	IRG	259 000	Glass	A
Wm Reed and Sons Ltd (Rivington Carpets Ltd)	IRG	370 000	Carpets	A
Riley and Son (Electromec) Ltd	IRG	2 218	Mechanical engineering	A
Roberts Laboratories Ltd	IRG	2 975	Pharmaceutical chemicals and preparations	A
Roften Galvanising Ltd	IRG	5 980	Metal industries	A
Royles Ltd	IRG	91 650	Industrial plant and steelwork	A
G. O. Rule and Son Ltd	IRG	4 080	Metal industries	A
Scapa Group Ltd	IRG	14 662	Plastics products	A
Seton Products Ltd	IRG	149 625	Chemical industries	A
Skelmersdale Packaging Ltd	IRG	14 000	Packaging products	A
J. F. Slater (1969) Ltd	IRG	8 160	Meat products	A
Smee Timber Importers Ltd	IRG	13 630	Timber	A
J. R. and A. Smith Ltd	IRG	14 805	Textiles	A
T. and R. Smith Ltd	IRG	15 275	Soft drinks	A
Smith and Bateson Ltd	IRG	2 013	Packaging products	A
Steak Canadien Ltd	IRG	4 437	Meat products	A
Steelchime Ltd	IRG	4 900	Iron castings	A
Stylo Electrics Co	IRG	2 820	Electrical goods	A
Ultra Lithograph Printing Co Ltd	IRG	3 412	Packaging products	A
Unipack Ltd	IRG	9 940	Packaging products	A
Unit Pallets Ltd	IRG	35 250	Wood and cork products	A
Varlectron Ltd	IRG	29 375	Refurbishing television tubes	A
Warwick and Bailey Ltd	IRG	8 100	Plastics products	A
John Watson Wallcoverings Ltd	IRG	4 171	Paper and board	A
L. Whitaker and Sons Ltd	IRG	9 450	Textiles	A
Total		1 883 544		
Northern				
Allen-Bradley Electronics Ltd	IRG	25 000	Scientific and industrial instruments	B
BBH Coil and Transformer Manufacturing Co Ltd	IRG	18 150	Electrical machinery	A
Broadgates Engineering Co Ltd	IRG	3 055	Tools and gauges	A
Coles Cranes Ltd	IRG	855 000	Mechanical handling equipment	B
Donn Products (UK) Ltd	IRG	27 780	Iron and steel	A
Dunlop Ltd (Industrial Hose Division)	IRG	11 700	Rubber	A
Edenhall Concrete Products Ltd	IRG	28 910	Abrasives and building materials	A
Ellis and Goldstein (Holdings) Ltd—Dukes and Markus Ltd	IRG	22 755	Women's outerwear	A
Ford and Co (South Shields Ltd)	IRG	12 000	Bolts and nuts	A
Gresham Lion Ltd	IRG	9 928	Electronic power supplies	A
Hathaway Roofing Ltd	IRG	22 275	Industrial plant and steelwork	A
Hunterprint Group Ltd	IRG	54 285	Printing and publishing	A
IMS Lycrete Ltd	IRG	26 320	Iron and steel	A
JEM Patchwork Templates	IRG	1 920	Made-up textiles	A
Millom Leathers (Garston Tanning Co Ltd)	LN	900 000	Leather	A
Mitre Plastics Ltd	IRG	2 580	Synthetic materials	A
Mitre Tooling Co (Mitre Plastics Ltd)	IRG	1 560	Plastic products	A
Munck (UK) Ltd	IRG	18 800	Mechanical handling equipment	A
Polyamide Intermediates Ltd	IRG	742 000	General chemicals	A
Ransome Hoffman Pollard Ltd	LN	120 000	Mechanical engineering	A
H. J. Rorke Ltd	IRG	103 635	Construction	A
Rothmans International Ltd	IRG	1 518 000	Tobacco	A
H. O. Short and Son Ltd	IRG	4 520	Grain milling	A
Tomado Ltd	IRG	10 968	Wire and wire manufactures	A
Tyneside Printers Ltd	IRG	37 835	Printing and publishing	A
D. D. Underwood and Sons Ltd	IRG	6 650	Soft drinks	A
WSC Machinery Service (UK) Ltd	IRG	57 330	Metal industries	A
Total		4 642 956		
South West				
T. T. Boughton and Sons Ltd	IRG + RG	20 330	Motor vehicles	A
Jefferys (Cornish Ice Cream) Ltd	LN	175 000	Milk products	A
Parweld SS Ltd	IRG	2 438	Metal industries	A
Sperry Rand Ltd (Sperry Gyroscope Division)	IRG + RG	43 240	Scientific and industrial instruments	A
Total		241 008		
East Midlands				
Birtley Engineering Ltd	IRG	18 600	Mechanical engineering	A
Colborn Group Ltd	IRG	4 700	Animal and poultry foods	A
David Dixon and Son (Holdings) Ltd	IRG + RG	67 480	Hosiery and other knitted goods	A
Dust Control Equipment Ltd	IRG	6 900	Mechanical engineering machinery	A
Estwic Products Ltd	IRG	2 800	Shop and office fittings	A
Hallite Plastics Ltd	IRG	4 800	Plastics products	A
Monoshell Mouldings Ltd	IRG	4 300	Plastics products	A
Ross and Catheroll Ltd	IRG	26 800	Iron and steel	A
Wefco Engineering (Gainsborough) Ltd	IRG	9 000	Industrial plant and steelwork	A
Worley Wallcoverings Ltd	IRG	2 200	Paper and board	A
Worley Wallcoverings Ltd	IRG	2 100	Paper and board	A
Total		149 680		
Total amount of assistance committed		13 975 209		
Total amount paid in regional selective assistance during period		9 023 000		

Notes:

IRG Interest relief grant
LN Loan
RG Removal grant
GR Grant
A New jobs being created
B Preservation of employment

Sectoral assistance under section 8 of the Industry Act 1972

Offers of sectoral assistance amounting to £5,000 or more against which first payments were made to the companies concerned in the period 1 October to 31 December 1977.

Area and company	Amount of assistance committed (£)
Clothing industry scheme	
North West	
S. and B. Phillips Ltd	5 074
F. Ellis and Co Ltd	34 149
Blue Jay Fashions Ltd	5 085
Lux Lux Ltd	6 790
Casual Sportswear Ltd	10 104
D. R. Melbourne Ltd	8 919
H. R. Howard Ltd	8 644
East Midlands	
Aquascutum Ltd	15 475
Ideal Clothiers Ltd	8 065
Mumby and Son Ltd	7 645
Courtaulds Knitwear Ltd	27 423
Marathon Knitwear Ltd	9 803
Helenware Ltd	91 929
South East	
Rodex of London Ltd	8 870
Reldan Ltd	18 218
S. and L. Deyong Ltd	6 994
Hollington Bros Ltd	17 719
North	
Belrive Fashions Ltd	13 262
P. Shapira Ltd	8 745
UDS Tailoring Ltd	31 165
Yorkshire and Humberside	
Grantwear Ltd	9 506
A. Grantham Ltd	85 607
Wales	
Polikoff-Universal Ltd	13 142
Inega Manufacturing Ltd	11 000
West Midlands	
Charles Fellows Ltd	7 818
Northern Ireland	
Peter England Ltd	35 077
Covering more than one area	
Inega Manufacturing Ltd	47 544
Ferrous foundry industry scheme	
East and West Midlands	
Grimson and Co (Leicester) Ltd	19 875
Follsain-Wycliffe Foundries Ltd	22 125
Rice and Co (Northampton) Ltd	56 750
Rice Shell Mould Ltd	94 100
Charles Wicksteed and Co Ltd	21 550
Benjamin Parkes and Sons Ltd	22 200
Newby and Son (Ironfounders) Ltd	31 950
South West	
Yate Foundry Ltd	30 000
Evans and Co (Radstock) Ltd	30 280
North West	
Ircast Foundries Ltd	46 205
James Raistrick and Sons Ltd	36 450
East	
Richard Garrett Engineering Ltd	37 750
Water Wilder (Ironfounders) Ltd	13 125
Lake and Elliot Founders and Engineers Ltd	210 757
Crane Ltd	1 332 375
Scotland	
British Steel Corporation – Craigneuk	1 228 800
The National Steel Foundry (1914) Ltd	129 000
The Bo'ness Iron Co Ltd	72 000
A. Ballantine and Sons	8 200
James Dickie and Co (Drop Forgings) Ltd	126 720
London and South East	
APV Paramount Ltd	24 750
Thomas Seager Ltd	28 250
Yorkshire and Humberside	
John Booth and Sons (Ripponden) Ltd	18 340
Hepworth and Grandage Ltd	263 800
Kaye and Co (Huddersfield) Ltd	30 485
Machine tool industry scheme	
North	
Express Engineering	8 580
Yorkshire and Humberside	
Binns and Berry Brothers (Halifax) Ltd	9 830
Dean Smith and Grace Ltd	211 200
West Midlands	
A. J. Morgan and Son (Lye) Ltd	33 600
The Bronx Engineering Co Ltd	78 575
MAK Tools Ltd	13 000
Target Engineering Ltd	5 499
South West	
Browne and Sharpe Ltd	100 000
Kell and Co Ltd	12 538
Sabre Tooling Ltd	26 200
East	
Balding Engineering Ltd	46 925
London and South East	
E. F. Cole and Sons Ltd	104 842
Non-ferrous foundry industry scheme	
West Midlands	
Anthony Ormerod and Co Ltd	33 250
Alycast Ltd	80 055
Paper and board industry scheme	
London and South East	
Bowater-Scott Corporation Ltd	82 752
C. Townsend Hook and Co Ltd	411 750
Yorkshire and Humberside	
TPT Ltd	88 102
North West	
Burnley Paper Works Co Ltd	102 224
Ribble Paper Mills Ltd	170 750
Assistance to the printing machinery industry	
East Midlands	
Wallace Knight Ltd	13 017
London and South East	
Fry's Metals Ltd	64 473
Redmeat slaughterhouse industry scheme	
East Midlands	
Northampton Wholesale Meat Traders Ltd	14 236
Wool textile industry scheme – second stage	
Yorkshire and Humberside	
G. Garnett and Sons Ltd	6 500
North West	
J. Bradbury and Co (Saddlesworth) Ltd	17 292

Accelerated projects scheme

Announced in the chancellor's budget speech in April 1975, the accelerated projects scheme was a selective scheme to promote counter-cyclical investment and modernisation which would not otherwise have taken place due to the adverse economic climate. The main criteria were that projects should be a net addition to the firm's capital investment programme; that they would be deferred but for government assistance; that they should be commercially sound; and that they should lead to an improvement in the balance of payments.

Inquiries

Industrial Development Unit,
Department of Industry,
Millbank Tower,
London SW1P 4QU

☐ Accelerated projects scheme
☐ Selective investment scheme

01-211 7339

☐ Sectoral assistance under section 8 of the Industry Act 1972

01-211 3107

The table shows offers made since 1 September 1975 against which a first payment was made to the company concerned in the period 1 October to 31 December 1977.

Area and company	Product/ activity	Type of assistance [1]	Amount of assistance committed (£)
North			
W. R. Grace Ltd	Chemicals	IRG	154 000
North West			
Burrell and Co Ltd	Chemicals	IRG	70 150
Cadbury Ltd	Food and drink	IRG	500 000
Yorkshire and Humberside			
Robert Jenkins and Co Ltd	Mechanical engineering	IRG	115 000
West Midlands			
Abbey Drop Forgings Ltd	Metal goods	IRG	75 000
Chubb and Sons Ltd	Metal goods	IRG	35 000
Danks of Netherton	Mechanical engineering	IRG	288 000
Josiah Wedgwood and Sons Ltd	Pottery, glass	IRG	1 300 000
Triplex Safety Glass	Pottery, glass	IRG	625 000
East Midlands			
Fiat Allis (UK) Ltd	Vehicles	IRG	75 000
Wales			
International Nickel Ltd	Metal manufacture	IRG	2 063 400
South West			
British Cellophane Ltd	Chemicals	IRG	739 000
British Moulded Fibres Ltd	Vehicles	IRG	164 000
Plessey Co Ltd	Electrical engineering	IRG	250 000
R. A. Lister	Mechanical engineering	IRG	450 000
Roussel Laboratories Ltd	Chemicals	IRG	450 000
Covering more than one area			
GEC Machines Ltd	Electrical engineering	IRG	1 000 000
Glacier Metals Co Ltd	Mechanical engineering	IRG	68 500
Lansing Bagnall Ltd	Mechanical engineering	IRG	1 000 000

[1] IRG Interest relief grant.

Selective investment scheme - next page

Selective investment scheme

The selective investment scheme was announced by the Chancellor of the Exchequer in December 1976. The scheme is designed to promote investment projects of £500,000 or more which will, through improved performance, yield significant benefits to the UK economy but which will not proceed on the basis proposed in the absence of assistance. The scheme operates on a selective basis and is directed towards manufacturing industry. Assistance is negotiated individually as the minimum necessary to bring about the additional benefits associated with the project.

The table shows offers made since the announcement of the scheme against which a first payment was made to the company concerned in the period 1 October 1977 to 31 December 1977.

Area and company	Sector	Type of assistance [1]	Amount of assistance committed (£)
West Midlands			
South Shropshire *Farmers Ltd*	Food and *drink*	IRG	80 000

[1] IRG Interest relief grant.

Hosiery and other knitted goods: index of production in December

In the three months ended December 1977 the volume of production of hosiery and other knitted goods, seasonally adjusted (including knitted fabrics), was provisionally estimated to have been 5 per cent less than in the three months ended December 1976.

In using the index numbers shown in the table, it should be borne in mind that, when price increases are large, the various problems associated with constructing a constant value series become more acute. Because of these difficulties the relative accuracy of the estimates is likely to have been reduced in recent years. The actual figures allow for differences in the length of calendar months, but not for other seasonal variations.

Inquiries: 01-212 0017 or 01-212 6474.

Hosiery and other knitted goods, including warp knitting 1970 = 100

1968	88
1969	98
1970	100
1971	99
1972	99
1973	103
1974	100
1975	96
1976	101
1977 p	100

	Actual	Seasonally adjusted
1976		
1st qtr	90	97
2nd	95	97
3rd	101	105
4th	118	106
1977		
1st qtr	94	102
2nd	94	96
3rd p	100	103
4th p	112	100
1976		
January	85	101
February	94	99
March	91	92
April	92	100
May	98	98
June	96	93
July	93	107
August	97	106
September	113	102
October	133	107
November	126	104
December	96	106
1977		
January	92	108
February	96	102
March	94	95
April	91	99
May	96	96
June	95	91
July p	93	107
August p	93	101
September p	114	103
October p	126	101
November p	120	98
December p	92	102

p Provisional.

Carpet industry sales in November

The daily rate of carpet manufacturers' sales by value in November 1977 at current prices was provisionally estimated to have been 3 per cent more than in November 1976 assuming 22 working days in both months. In the three months ended November 1977 the daily rate of manufacturers' sales was provisionally estimated to have been 4 per cent more than in the corresponding period 12 months ago, assuming 65 working days in both periods. The index numbers which are of manufacturers' sales by value, have been adjusted for the length of the working month, but not for non-statutory holidays or other seasonal factors. The wholesale price index of carpets is shown as a guide to the movement in prices.

Inquiries: 01-212 0017.

Index of carpet manufacturers' sales

1970 = 100

	Index of manufacturers' sales at current prices	Wholesale price index
1969	93	96.6
1970	100	100.0
1971	115	104.9
1972	135	111.7
1973	166	130.2
1974	179	153.1
1975	202	177.8
1976	234	211.3
1976		
3rd qtr	210	214.5
4th	283	224.0
1977		
1st qtr	260	239.3
2nd	239	249.6
3rd	230	252.3
1976		
August	193	214.5
September	262	218.4
October	287	221.3
November	288	222.1
1977		
August	201	251.9
September	280	254.2
October	293	257.2
November	297	257.4

Cotton industry: production in December

Statistics issued by the Textile Statistics Bureau show that in the year 1977 the amount of cloth woven was at the same level as in 1976. Production of single yarn decreased by 4 per cent and doubled yarn increased by 1 per cent.

Inquiries: 01-212 0017 or 01-212 6474.

Production in the cotton industry

Annual totals and weekly averages

	Single yarn [1]		Double yarn		Woven cloth	
	Cotton yarn [2]	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	million kg				million m	
1968	171.2	67.5	49.9	52.0	668.2	507.3
1969	166.2	73.2	46.8	60.9	661.5	538.1
1970	158.7	77.4	43.2	57 3	627.6	484.3
1971	133.0	83.3		85.0	559.1	479.8
1972	121.4	81.7		75 4	513 0	469.8
1973	115.4	92.5		82.1	453.2	502.3
1974	101.3	87.7		74.7	409.5	505.3
1975	94.4	76.4		68.4	405.4	503.0
1976	106.9	76.1		69.4	374.5	492.9
1977	98.1	77.6		69.8	368.3	497.5
1976						
Jan	2.3	1.5		1.4	8.6	11.0
Feb	2.2	1.4		1.4	8.3	10.8
Mar [3]	2.3	1.5		1.4	8.3	10.5
Apr	1.9	1.4		1.2	6.6	8.7
May	2.4	1.7		1.5	8.0	10.5
Jun [3]	1.7	1.3		1.1	7.0	8.7
Jul	1.8	1.3		1.2	4.3	6.8
Aug	2.1	1.6		1.4	7.3	9.0
Sep [3]	1.8	1.3		1.2	6.4	8.7
Oct	2 3	1.7		1.6	7.9	10.6
Nov	2.4	1.7		1.6	7.9	10.7
Dec [3]	1.7	1.3		1.1	6.0	8.2
1977						
Jan	2.2	1.7		1.5	7.7	10.3
Feb	2.3	1.7		1.6	7.9	10.7
Mar [3]	2.2	1.8		1.6	7.9	10.7
Apr	1.7	1.4		1.2	6.3	8.8
May	2.3	1.9		1.6	7.9	11.1
June [3]	1.5	1.2		1.1	6.9	8.8
July	1.6	1.2		1.2	4.3	7.5
August [3]	1.9	1.5		1.4	7.6	9.5
Sep	1.5	1.2		1.2	6.3	9.0
Oct	2.0	1.6		1.4	7.9	10.5
Nov [3]	2.0	1.6		1.4	7.8	10.2
Dec	1.4	1.1		1.0	5.9	7.6

[1] Spun in cotton industry. [2] Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. [3] Average of five weeks.

New companies in January

Details are given below of new companies registered in Great Britain during January showing nominal capital. The figures exclude unlimited companies and companies limited by guarantee.

Nominal capital	Total	Public companies	Private companies
Not exceeding £100	2 869	—	2 869
Over £100 but under £1 000	58	—	58
£1 000 but under £10 000	994	—	994
£10 000 but under £50 000	464	—	464
£50 000 but under £100 000	79	—	79
£100 000 but under £1 000 000	87	—	87
£1 000 000 and over	4	—	4
Total number	4 555	—	4 555
	£ thous	£ thous	£ thous
Total amount of nominal capital	31 447	—	31 447

	1977		1978	
	Number	Nominal capital £ thous	Number	Nominal capital £ thous
January	3 225	30 825	4 555	31 447
February	4 330	34 505		
March	5 843	49 266		
April	5 499	41 860		
May	4 097	27 086		
June	4 169	61 951		
July	4 172	34 238		
August	4 242	42 331		
September	4 527	51 261		
October	4 404	37 741		
November	5 007	32 987		
December	5 005	30 739		
Total	54 520	474 790		

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 17 February 1978.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
That's carry on	BR/NQ 39480	95	15 February	Rank film Distributors Ltd	Peter Rogers Productions Ltd and G. T. Productions Ltd
Cruel Passion	BR/E 39484/19/2/83	96	17 February	Target International Pictures Ltd	CEE Europa Entertainments Ltd
Movietone News 2541	BR/E 39389/19/2/83	8	17 February	British Movietonews Ltd	British Movietonews Ltd
COMMUNITY					
The Innocent	EC 39481/19/2/83	125	16 February	Miracle Films Ltd	Rizzoli Film S.P.A. Rome, Les Films Jacques Leitienne and Francoriz Production Paris and I.M.P.E.X. Cl Nice
Sex With a Smile	EC 39483/19/2/83	89	16 February	Grand National film Distributors Ltd	Medusa Distribuzione S.P.A. Rome
FOREIGN					
Looking For Mr. Goodbar	F 39476	136	13 February	Cinema International Corporation (UK)	Mr. F. Fields California
The Imprint	F 39477	8	13 February	Artificial Eye Film Co Ltd	International Film Promotion Paris
The Boys in Company C	F 39478	127	14 February	EMI Films Ltd	Goodtime Films Ltd Kowloon
Slumber Party '57	F 39479	80	14 February	Target International Pictures Ltd	N.E.F. Films Ltd New York
Justine The Virtuous	F 39482	73	16 February	Grand National Film Distributors Ltd	Television OCH Smalfilm Stockholm

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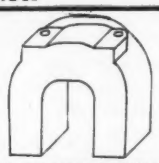

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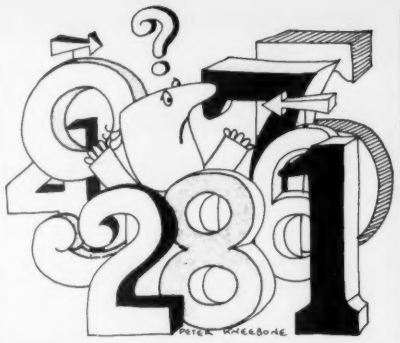

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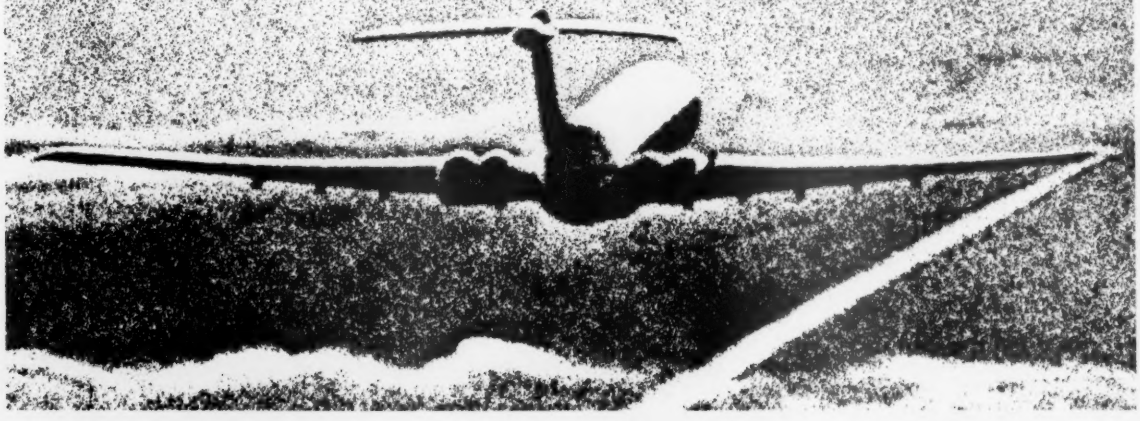

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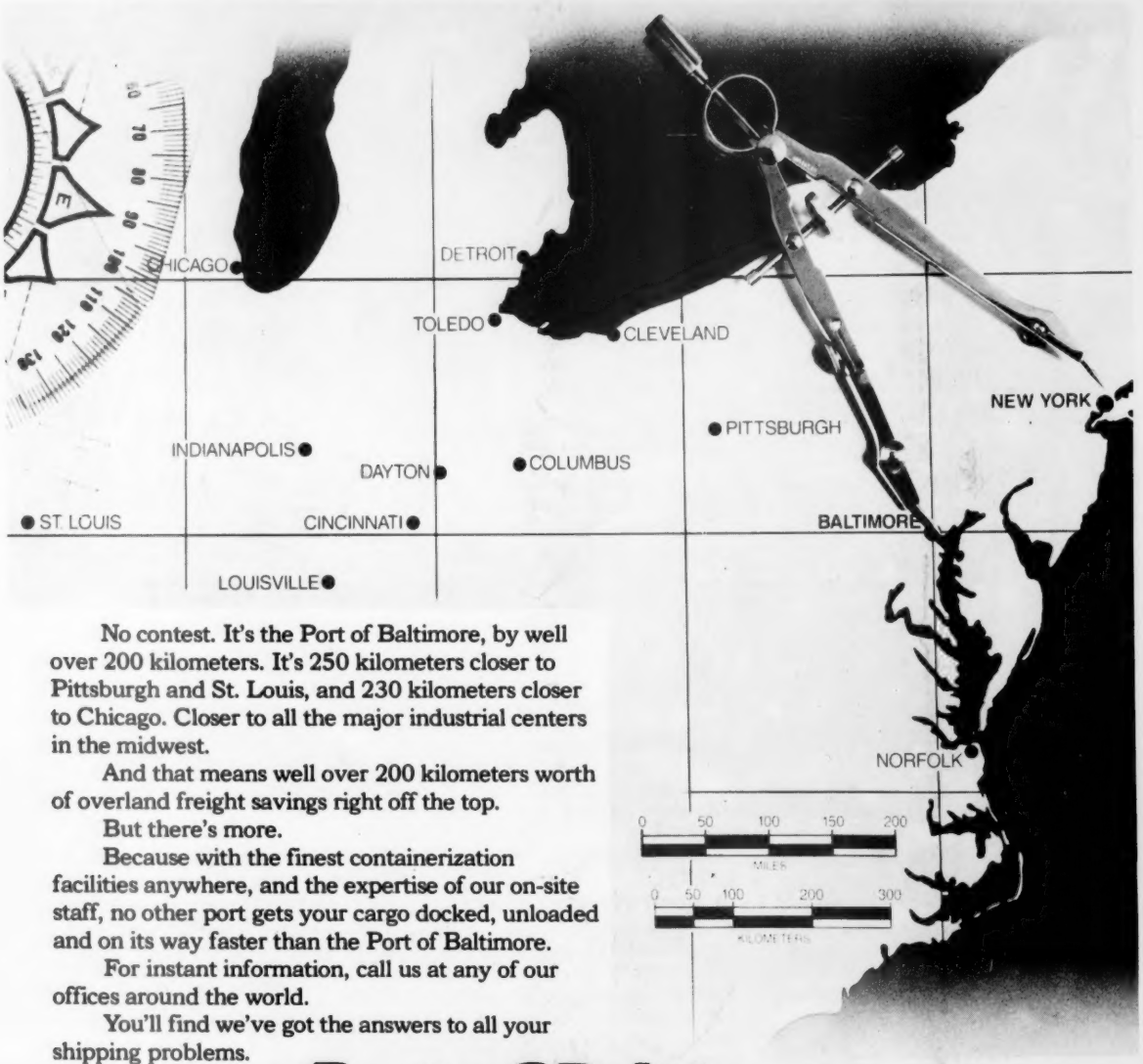

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